

THE TIMES

No inter-party deals signed but sense grows that Labour can win

though there were no signs of a deal that would conclusively ensure that Mr Callaghan and his Government will win tonight's confidence vote and avert a general election, there was a spreading sense in the Commons last night that Labour can win the crucial vote, David Wood writes. The bids of the 13 Liberal and 8 United Ulster Unionist Coalition MPs for concessions in exchange for votes were still on the Prime Minister's table. The Ulster group is still divided.

Prime Minister confident at question time

David Wood
The Prime Minister's confidence in his Government was clearly evident at question time last night. Mr Callaghan, who has been in the Commons since 1964, was asked a series of questions by Opposition MPs. He was asked to clarify his position on the Ulster Unionist Coalition (UUC) and the Liberal Party. He said that the Government was not in a position to make any concessions to the UUC at the moment. He also said that the Government was not in a position to make any concessions to the Liberal Party. He said that the Government was not in a position to make any concessions to the Liberal Party. He said that the Government was not in a position to make any concessions to the Liberal Party.



Mr Callaghan on television last night

Mr James Molyneux, leader of the Ulster Unionists, and Mr Enoch Powell tried to persuade him to support the Government. The Union pressure on MPs to support the Government mounted and one leader predicted that the Administration would survive. The nationalists appear to be the only party in Scotland that would relish an early contest at the polls. The view expressed by six charities that a Government defeat would kill the Housing (Homeless Persons) Bill has been denounced. Full reports on page 2

yet, and while there is life there is hope for Mr Callaghan. Liberal MPs would not accept the word "ultimatum" as appropriate to describe the content of the tone of the letter Mr Steel had delivered to 10 Downing Street yesterday morning, although they agreed that it was tough and specific. Alike to protect himself as Liberal leader against criticism and to protect the Liberal Party's interest, Mr Steel felt obliged to ask the Prime Minister to make a public statement. It was no small demand to make of Mr Callaghan, who also has party critics and the public image of the Government and the Labour Party to protect; and it was not surprising that he showed reluctance to countersign Mr Steel's ultimatum. While Mr Steel and the Liberal parliamentarians awaited Mr Callaghan's reply, Mr Thorpe, the former Liberal leader, went on the Independent Television news midday programme to give some account of the conditions on which Liberals would make a deal with the Prime Minister in return for their 13 votes tonight. "We have made perfectly clear," Mr Thorpe said, "that we believe there is a case for supporting the Government if they will moderate their policies and govern in the national interest; and we have set out those matters we think they ought to follow." What in particular? It meant, Mr Thorpe answered, a massive change from direct to indirect taxation, talks on

10,300 fall in jobless a 'tonic' for ministers

By Melvyn Westlake
For the second consecutive month the trend of unemployment has fallen. With the possibility of an early general election, the latest figures, which contradict official and private forecasts, are extremely welcome to ministers. The figures, published yesterday by the Department of Employment, show a fall of 10,300 in the number of people registered as unemployed, reducing the total jobless to 1,268,100, or 5.5 per cent of the workforce. That is after adjustment for seasonal influences and excluding school-leavers. It brings the fall since January to 17,000. Mr Booth, Secretary of State for Employment, described the trend as a "spring tonic". The drop in the number of unemployed was sharper still, by 36,800 to 1,328,400. The decline was shared by most regions, with only London, east Midlands and Scotland failing to register a drop in the number of unemployed. Whether the figures represent a genuine turning point or a temporary divergence will become clear only in the ensuing months and officials are cautious about drawing firm conclusions. However, there has for some time been a general slowing in the rate at which unemployment has been rising. From peak increases of about 50,000 in the summer of 1975 the rate of increase in unemployment had slowed to about 10,000 a month by the end of last year. Not for nearly three years have there been two consecutive monthly falls in the seasonally adjusted total and several other indications that the labour market is tightening. Over time working has been on the increase and short-time working has been falling. There has been a sharp rise in recent months in the number of modified vacancies. During the month to March 10 there was a rise of 7,000 in the number of vacancies notified to employment offices (after seasonal adjustment). At 156,000 the number of unfilled vacancies, which is regarded as an advance indicator of activity in the economy, is higher than at any time in 21 months. The total of unfilled vacancies has risen 27 per cent since the autumn. However, the situation indicated by these figures is at odds with much else that is known about the economy. On the one hand, there has been little growth throughout the summer and early autumn last year. Although there was some improvement in the closing months of 1976 it would be surprising if that had already begun to have a significant impact on unemployment. At the same time the labour force is estimated to have been increasing by about 12,000 a month because of demographic changes. Over the next two years about 300,000 extra workers are expected to seek employment. It is probable, therefore, that the Government's special measures to alleviate unemployment have been of marked influence. It is thought that unemployment might be as much as 200,000 higher but for these measures, which were introduced in April, 1975. Officials believe they may now be close to having their maximum effect. So far 500,000 people have been affected by the measures at a cost of £250m. They have probably been a factor in depression output a head, although some decline in productivity was apparent before the special measures were introduced. Mixed reception: The TUC welcomed the improved unemployment figures but said the better outlook must not be used as an excuse to put off relief of the economy (Paul Routledge writes). Mr Len Murray, general secretary of the TUC, said: "The figures in no way remove the need for the Budget next week to give a major boost to the economy." Mr Prior, shadow Secretary of State for Employment, doubted whether the improvement was anything more than a cosmetic "tinkering with the figures". Tables, page 19

Dutch Cabinet resigns after bitter battle over land reform plan

From Sea Master
The Hague, March 22
The bitterest moment in my political career was how Mr Joop den Uyl, the Dutch Socialist Prime Minister, announced to Parliament tonight that his Government had collapsed. The six Christian Democratic ministers in the 16-strong Dutch centre-left Cabinet had resigned earlier in the day. As a result, the Dutch Prime Minister informed Queen Juliana late in the afternoon that the Government was tendering its resignation. "I regret deeply that this decision-making process has taken so much time and has resulted in so many promises being broken," Mr den Uyl said. "At this moment it seems to me that the Cabinet cannot fulfil its task just two months before elections are due. It is up to Parliament to decide whose fault that is." Elections are due on May 25. The immediate cause of the Government's collapse was a disagreement between the 10 Progressive and the six Christian Democratic ministers about land ownership law reform. The real cause was a clash to pre-empt a general election. The different factions both in and outside the coalition. Ever since Mr Andries van Agt, the present Minister of Justice and Vice-President, was nominated for the office of Prime Minister by the Christian Democratic parties, who plan to contest this election for the first time as a united group, the Cabinet has moved from one crisis to another. The atmosphere within the Cabinet where Mr van Agt faced his rival, Mr den Uyl, because worse day by day. The Government came close to disaster late last year on the issue of abortion law reform. A new law was passed by the Lower House, but Mr van Agt, a Roman Catholic, said he would refuse to sign the Act when it was finally passed. But the Upper House rejected the Bill, and thus averted a crisis. The next major hurdle was the Meeuwsen affair. Mr van Agt was called before Parliament to explain how the Dutch tycoon and art collector, Mr Pieter Meeuwsen, aged 78, could have fled from the Netherlands on the eve of his planned arrest on suspicion of wartime atrocities. Parliament humiliated the minister and it is now said that his decision to force the Cabinet split was partly revenge for the way the Socialists treated him during that debate, which was broadcast nationally. Mr Meeuwsen was later arrested in Switzerland, expelled, and is now awaiting trial. The present crisis began to develop last week when the Cabinet asked Parliament for an adjournment of the land ownership debate, since they could not reach agreement on amendments demanded by Parliament. The purpose of the new Bill was to stop property developers from buying agricultural land for speculation. The new law would give local government the first right to buy land, and would fix the price according to the land use at the time of sale. The Christian Democrats wanted far-reaching amendments compensating landowners in case of expropriation. The Progressive ministers were willing to amend the Bill, but not to the extent demanded by the Christian Democrats.

Mrs Gandhi submits to 'people's judgment'

From Richard Wigg
Delhi, March 22
Mrs Indira Gandhi today tendered her resignation as Prime Minister after 11 uneventful years of office. "The collective judgment of the people must be respected," she declared. "My colleagues and I accept the verdict of the people humbly." She promised "constructive cooperation" with the new Government. Her resignation was more than just the painful outcome of defeat at the hands of the Indian electorate. It marked the end of an historic phase. Except for the brief Shastri interlude, the affairs of independent India have always been in the hands of the Nehru family. And no previous Indian Prime Minister and her husband, Mr Jawaharlal Nehru, both died in office. The occasion was muffled, almost hush-hush with Mrs Gandhi driving about 11 o'clock this morning to the Vice-President's office after making a decision known at a Cabinet meeting. The acting President, Mr B. D. Jetti, asked Mrs Gandhi to continue as caretaker with her ministers until the new Government is sworn in. She then drove home again. According to a source who has worked closely with her for 10 years, Mrs Gandhi might try to stage a comeback, in spite of her crushing defeat at the polls. According to this source, she has in the past 48 hours rejected suggestions of taking an Upper House seat or that a Congressman from the south make room for her in the lower House. Instead she is said to prefer to wait three or four months, seeing perhaps a figure from the south elected as the new parliamentary party leader. She would seek to stage her comeback in about six months' time, after reorganizing the Congress Party, the source added. By this time she would be able to emerge and challenge the new Government, which will essentially be a multi-faceted coalition. Certainly it is evident in individual conversations that ordinary people are uneasy with

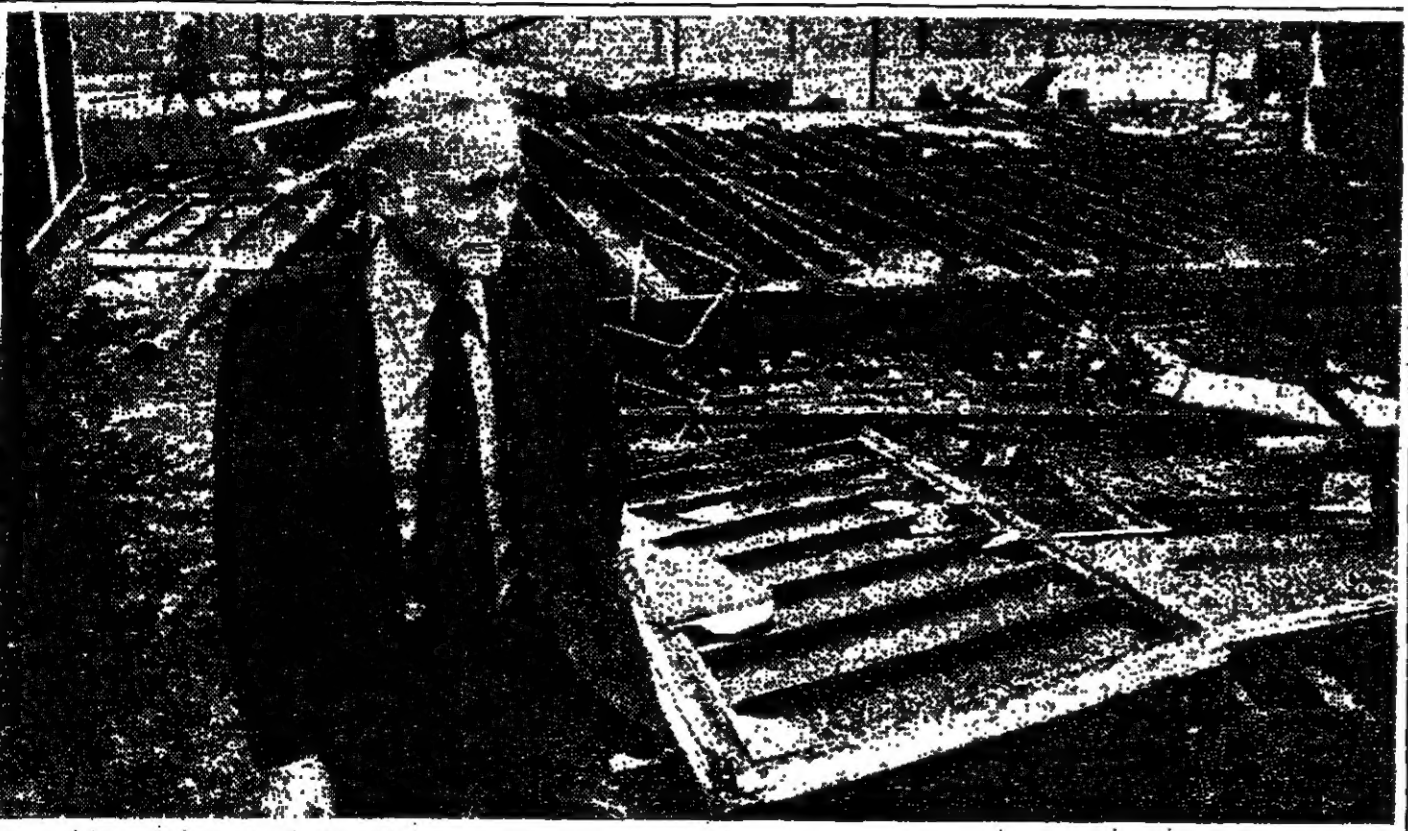
WE CATER FOR PARTIES OF ALL SIZES.

You may be planning a small celebration for a few friends. Or a sales conference for your entire sales force. In either case, at the Hilton, you'll feel equally at home.

Phone our Banqueting Manager, David Irving, on 01-495 9751. He'll lend you our experience and facilities, as well as our name. And we guarantee you an occasion to remember. Whether you're the small party on the left, or the tall order on the right.

Py ring passed Nato secrets or 14 years

From Charles Hargrove
Paris, March 22
Four Frenchmen and an Albanian arrested by the French intelligence services have been charged with membership for the past 14 years of a spy ring working for an unnamed East European country. They will be tried by the security court. The military and industrial secrets were reportedly passed to the spy ring through a Yugoslav-born naturalized Frenchman, M. Serge Fabbieu, a director of a small company specializing in fire detection systems. We had clients in the whole of the Soviet Union, he told the court. The spy ring was active in the West. M. Fabbieu dealt with a firm in France. One of the 10 employees of the firm told reporters: "Our client in France was the security Board." He and his colleagues refuse to believe that their managing director could be a spy for so many years.



Fire at 'Panorama' school: Mr Edward Jones, Headmaster of Faraday Comprehensive School, at Aston, London, stands by the ruins of a classroom that was burnt to the ground on Monday evening, only a few hours after a documentary film about the school had been shown on Panorama, the BBC television programme. Mr Jones said yesterday that he was convinced that the fire had no connection with the programme, about which parents, teachers and pupils at the school had complained. That film showed children smoking after school, reading comics in class and interrupting teachers. Of 15 hours of filming, only 50 minutes was shown, and Mr Jones said many of the positive aspects of the school had been cut. He said, however, that what was shown was true. After a special meeting last night the school staff issued a statement condemning the portrayal, which was directed by Miss Angela Pope. They maintained that what was shown was a balanced view of the school. Situations had been contrived to give an adverse impression, they said. Miss Pope was not available to comment yesterday, but the BBC said that all complaints would be dealt with individually.

Cuban advisers said to be in command of Katangan forces invading Zaire

From Fred Emery
Washington, March 22
Cuban military advisers in Angola are commanding and coordinating up to six separate combat operations by the Katangan forces invading Zaire, according to highly placed sources in the Carter Administration. This assessment is believed to be based on new intelligence from intercepted radio commands from the Cubans to the invaders. Nothing has yet been said publicly here. The official line remains that there is no "hard evidence" that Cuban forces are operating in Zaire. But the distinction is irrelevant when the Cubans are, as the sources believe, directly directing operations from just across the Angola border. There is deepening concern within the Administration over the Zaire situation, and some evident perplexity about what to do next. It is firmly held that the Cubans would not be operating without Soviet permission, and the issue is now among those to be raised with the Kremlin leadership by Mr Cyrus Vance, the Secretary of State, when he visits Moscow next week. However, the memory of the Russians' refusal to impose restraint in Angola last year has bred scepticism that much can be hoped for from the Russians. There is also scepticism within the Administration over how much can be hoped for from Congress in its present mood. President Carter's decision to accelerate unconditional military supplies to Zaire has already raised deep questioning. Now the State Department has disclosed that the latest request from President Mobutu's Government is for ammunition for the Army's American weapons. Much depends, Administration officials recognize, on how the case is made for assisting Zaire. The foginess over the present circumstances and the intentions of the Cubans and Angolans has left virtually all the questions unanswered. Zaire rejects Castro denial, page 9

Sixty die in Iranian earthquake

Tehran, March 22—A powerful earthquake struck the Laristan area of southern Iran early today, killing at least 60 people and causing widespread damage, the official radio reported. The earthquake, registering seven on the Richter scale, had its epicentre in the Strait of Hormuz, at the mouth of the Gulf. Most of the deaths occurred in villages round the port city of Bandar Abbas. No casualties have been reported so far from the city itself, although many buildings were badly damaged. Air Force transport aircraft began ferrying emergency supplies from Tehran this morning, and Mr. Hoveyda, the Prime Minister, is coordinating relief operations.—Reuter.

New threat to Seyland in supplier's strike

Walkout by 41 foremen at SU parent brought a new threat, to and Cars yesterday. The dispute over another foreman's refusal to go to his old job as a bench mechanic. Carpenters' suppliers parts for all and Cars. Meanwhile, representatives killed men at Ford Motors gave a sign that they were prepared to take industrial action to get differentials red. Page 19

Nigeria's threat to West at UN

Nigeria will take retaliatory economic action against any country which attempts to frustrate the liberation of southern Africa, the United Nations Security Council was told. The threat, clearly directed at western countries, including Britain, came in a critical debate on South Africa. Earlier report, page 8

Carter reform plan for US elections

Sweeping changes in the American electoral laws have been proposed by President Carter. They include abolition of the electoral college system in presidential elections; the financing of congressional elections out of public funds; already introduced for presidential contests; and reforms to make voter registration much easier. Page 8

Another Pitt 'first'

The first black chairman of an official race relations body in Britain is Lord Pitt of Hampstead, who takes over the last weeks of the Community Relations Commission. In 1974 Lord Pitt became the first black chairman of the Greater London Council. Page 3

Breathalyser doubts

A judge called for a Home Office investigation of the breath test after a police surgeon had expressed the opinion that the test was inaccurate and that it sometimes gave a negative result even when the level of alcohol in the blood exceeded the permitted limit. Page 4

Arts, page 15
Paddy Kitchen on This Brilliant Year exhibition at the Royal Academy; William Mann on Home's Boulevard Solitude in Glasgow; Neil Chidley on Pizarro's The Amazons at Wimbledon.

Obituary, page 18
Mr Basil Brown, Lucille Wallace, the Duke of Portland.

Business News, pages 19-26
Stock markets: Equities bounced back in this trading and the FT index closed 5.0 up at 439.4.

Financial Editor: A snag over the British Rail Pension Fund plan for Standard Trust; AP Cement is holding margins; diversification is the key at Labrols.

Business Feature: A guide to Tory policy compiled by Business News staff from statements and speeches.

Business Diary: Should banks have a morality department?

Home News	2-5	Crossword	30	Science	18
European News	2-5	Engagements	16	Snow report	18
Overseas News	2-5	Features	12, 16	TV & Radio	10, 19
Appointments	12	Law Report	9	Theatre, etc.	25
Arts	15	Letters	27, 30	25 Years Ago	18
Business	19-26	Obituary	18	Weather	2
Church	15	Parliament	15	Wills	18
Court	18	Sale Room	13		

EC butter challenge

European Parliament will decide to whether to carry a Franco-Irish dispute against Mr Roy Jenkins the suspension of EEC subsidies on sales to Eastern Europe. If a substantial majority supports the motion, Mr Jenkins and his colleagues in the European Commission will have to resign. Page 7

THE LONDON HILTON

For conferences, banquets, and special occasions

HOME NEWS

Regional constituency plans for holding EEC poll on schedule

By George Clark
Political Correspondent

An appeal to the Government to adopt proportional representation for direct elections to the European Parliament in May-June, 1978, by the use of regional multi-member constituencies, was issued by an all-party group of MPs.

They hoped to influence the course of talks going on between Mr Callaghan and the minority parties about the Government's legislation programme.

The MPs are Mr John Macintosh (Berkshire and East Lothian, Lab), Mr Richard Wood (Bridlington, C), Mr Russell Johnston (Inverness, L), Mrs Margaret Bain (Dunbartonshire, East, Scot Nat), Mr David Wileys (Caernarvon, Pl Cymru), and Sir Nigel Fisher (Kingston upon Thames, Surbiton, C).

"We believe the impasse over direct elections to the European Parliament can be broken, the elections can be held on schedule and the result can be fair and sensible," they said. "We believe there would be wide support in all parts of the House of Commons for a regional basis for the elections outlined here."

They issued a map showing the 31 British seats in the European Parliament distributed in

this way: Greater London, 10; Home Counties, 14; South-west, 6; Wales, 4; west Midlands, 7; east Midlands, 5; East Anglia, 3; North-west, 9; Yorkshire, 7; North, 5; Scotland, 8; and Northern Ireland, 3.

The English regions are the economic planning regions, except that the south-eastern planning region is divided into two: Greater London and Home Counties.

"Using these constituencies would obviate the time-consuming and contentious process of drawing up 81 new constituencies for single member, first-past-the-post elections," the MPs say.

Regional multi-member constituencies, combined with any of several systems of voting, would ensure that a party's share of the seats in a region would be in close proportion to its share of the votes, the MPs say. Voting could be by:

X vote for a party with members selected from a regional party list.

X vote for candidate and party simultaneously.

Single transferable vote.

The MPs also point out that the regions correspond with the regional organization of the political parties, thus increasing the likelihood of an effective election campaign, and a good turnout.

Segregated schools protest in Ulster

From Christer Walker
Belfast

A new controversy is gathering momentum in Northern Ireland over question of religiously motivated schooling, which magistrates regard as one of main causes of continuing violence.

It began for this week when a group of Roman Catholic and Protestant mothers held what they ribbed as a "prayer-in" outside Roman Catholic church in normally untroubled Newtownards. The women members of a pressure group, All Children Together, are protesting against refusal by the Roman Catholic Bishop of Down and Connor, Philip, to confirm several children because they did not attend Roman Catholic schools.

Among taking part was Mrs Elizabeth Benton, a Roman Catholic wife from the predominantly Protestant seaside resort of Bangor. Her two sons were among a group of about 15 from the district refused confirmation because they attend state schools, which, in divided society of Ulster are felt to be Protestant.

All Children Together demands the Government should hold conference to discuss ways of breaking down Ulster's religious barriers.

"The wisdom of having to demonstrate this way was very distant to us, but we believed it was necessary to attract attention to a very serious problem," Mrs Benton said yesterday. "We hope that Catholic bishops in the rest of Britain will note and help to bring to justice to an end."

Tribunal closes loophole in equality law

By Diana Lee

A judge by the Employment Appeal Tribunal yesterday closed a loophole in the Equal Pay Act. It now means more difficult for employers to get round the Act by arguing that variation in the pay of male and female workers is historical.

The ruling, which is binding on industrial tribunals, has similar cases, could affect pay and status of thousands of women.

Report, page 9



Patu, a polar bear cub born on November 29 last year, with Mosa, his mother, at Whipsnade Zoo. He is Mosa's second cub.

Lord Pitt becomes first black leader of official race organization

By a Staff Reporter

Lord Pitt of Hampstead, who three years ago became the first black chairman of the Greater London Council, now becomes the first immigrant to head a national race relations body. He has been appointed chairman of the Community Relations Commission for the remaining weeks of that body's existence.

Lord Pitt, who has been one of the commission's two deputy chairmen, replaces Mr Mark Bonham Carter, who has told the Home Secretary that he wishes to retire on March 31.

Mr Bonham Carter, who has been working in race relations for 11 years, has made no secret of the fact that he was anxious to leave the commission for some time. He agreed to stay until this spring, however, in the expectation that the new Commission for Racial Equality would by then have replaced both the Community

Relations Commission and the Race Relations Board.

But only four of the 15 commissioners on the new body have been appointed so far; the 11 others are expected to be named within a few weeks. There seems, therefore, little chance that the Race Relations Act, 1976, under which the commission is being set up, will come fully into effect before late May.

Mr David Lane, chairman-designate of the new commission, said last night that it must win the consent and support of the whole population if it was to succeed. He told the community relations council in Bexley, Greater London, that Parliament had not intended the Race Relations Act to place minorities in a position of privilege.

The law was not meant to confer special advantages on minorities but to help remove some of the special disadvantages from which many members of minority groups suffered. The commission and the local community relations councils had to convince the sceptics that equal rights meant equal rights for all, and that fair treatment for minorities would not involve unfair treatment for others.

New networks planned in BBC radio changes

By Kenneth Gosling

Scotland and Wales will have their own networks under plans for changes to BBC Radio. "They will be a fact and not just a caption in *Red Times*," Mr Ian McIntyre, controller, Radio 4, said yesterday.

Radio 4 becomes national network on 1500m long wave at the end of next year and will be in full competition with the regions.

There has been criticism that Scotland and Wales had to take the Radio 4 output from London with regional "options", which is one reason for the success of commercial channels.

No timetable for the changes has been worked out yet. Mr McIntyre, announcing plans for Radio 4 until the end of the year, said: "It is not as if for the national regions by it is something they are beginning to work on."

Under Mr McIntyre's plans changes will be made to existing programmes and some new ones introduced. He gave a broad outline of his thinking in an exclusive interview to *The Times* last December. His main theme is diversification, closely followed by competition.

"Competition is not a bad thing in broadcasting, both internally and externally," he said yesterday. "This will mean com-

petition between the output departments for a place on the network; religious programmes will compete on terms of professional merit."

There will be less emphasis on "chat" and more on considered, scripted contributions, good writing being the most important element. He also intends to make more use of the BBC's correspondents. "I want to hear more of them, and not just in news bulletins."

The most important changes are in news and current affairs, with the 6 pm news extended to half an hour, a reduction in "sequence" broadcasting, with *Today* going out in two 25-minute sections, and more current-affairs programmes.

Weekend programmes will be lighter, and include a magazine for the handicapped, another produced by the *Woman's Hour* team and an omnibus edition of *Kaleidoscope*, the arts magazine.

Some of the BBC's veteran radio programmes will be changed: *Desert Island Discs* gains five minutes to allow more music from the eight selected records, and *Archers* moves to 7.5 pm on weekdays and its omnibus edition from Sunday morning to early evening. *Any Questions?* will lose one of its two repeats and *Answers* will lose its single repeat.

Tory students hold key to NUS elections

By Judith Judd, of The
Times Higher Education
Supplement

Conservative students almost certainly hold the key to next week's National Union of Students elections.

Although the Broad Left, the ruling group of Labour and Communist Party students, is sure to retain its hold on the union, Mr Charles Clarke, the retiring president, said yesterday that the Federation of Conservative Students would be an important force in the elections at the national conference.

He believed that Miss Susan Shipman, the Broad Left's candidate for president and a member of the Communist Party national executive, would have a hard fight against Mr Hugh Lanning, the candidate of the ultra-left Socialist Students' Alliance.

The votes of the Conservatives, who may have nearly 200 of the 800 conference delegates, will be crucial because the vote will be single transferable. The Conservatives' own candidate is Mr Steven Moon, of Birmingham University.

Aircrew will get their gratuities

Mr Mulley, Secretary of State for Defence, announced in the Commons yesterday that retirement for short-term aircrew officers will be paid after all.

Earlier this year the Government announced that it was to review a decision to commute into a pension, payable from the age of 60, the tax-free gratuity that some Royal Navy and RAF aircrew have been promised at the end of their short-service engagements.

After criticism that the Ministry of Defence would be in breach of contract if it did not pay the gratuities, Mr Mulley said the 450 officers affected would have the option after April, 1978, to leave after eight or 12 years' service with tax-free gratuities of £4,155 and £5,000 respectively.

Parliamentary report, page 6

Rabies precaution

Mr Joseph Titmuss, of Royal Oak Lane, Pilton, Hertfordshire, who was attacked by a pack of dogs in Egypt, is undergoing treatment at home as a precaution against rabies.

When you're looking for good food, just follow the signs

The White Hart is the symbol of Trust Houses Forte. It has become the sign of good food and service all over the world. However you want to eat, whatever you want to pay, follow the THF sign.

It could lead you to any one of THF's 3,000 restaurants and catering establishments. From the celebrated Café Royal and Talk of the Town theatre restaurant to motoring and airport cafeterias and inflight catering services.

Not to mention over 800 hotels in 32 countries, including such famous names as the George V and Plaza Athénée

in Paris, the Pierre in New York and Grosvenor House in London. THF have grown interests in travel and leisure too.

To make your search even easier, THF have published a comprehensive Map Tariff. If you like a copy, just write to THF, P.O. Box 1, Altrincham, Cheshire. For an immediate reservation at any one of our hotels worldwide, ring the THF Reservations Service on 01-567 3444 or 061-969 6111. And book a table at a hotel or restaurant, ring them direct. Come along soon and enjoy good food and traditional THF hospitality. You're welcome.



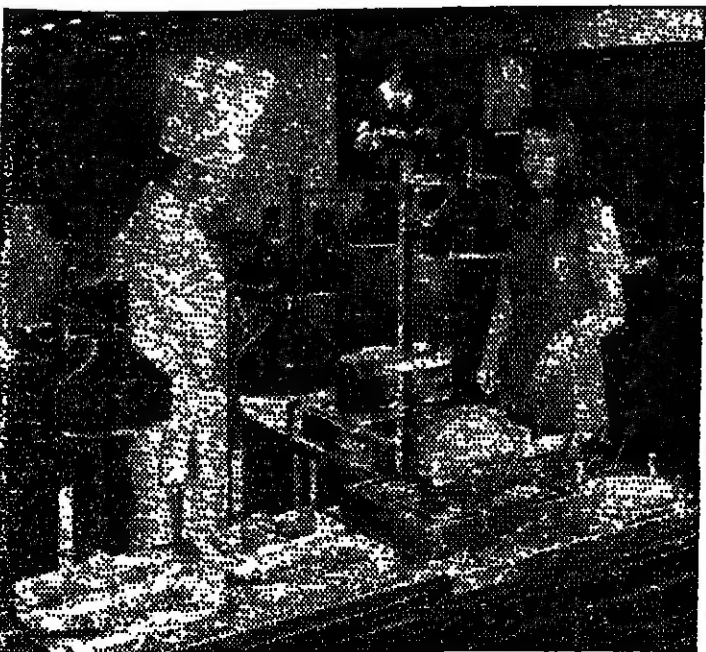
Jamaica Pegasus.

This ultra-modern hotel on the sensational island of Jamaica has on its seventeenth floor a lively restaurant called The Talk of the Town. There a spectacular view of the Blue Mountains, Kingston, and the sea and the cuisine is international with a spicy Caribbean flavor.



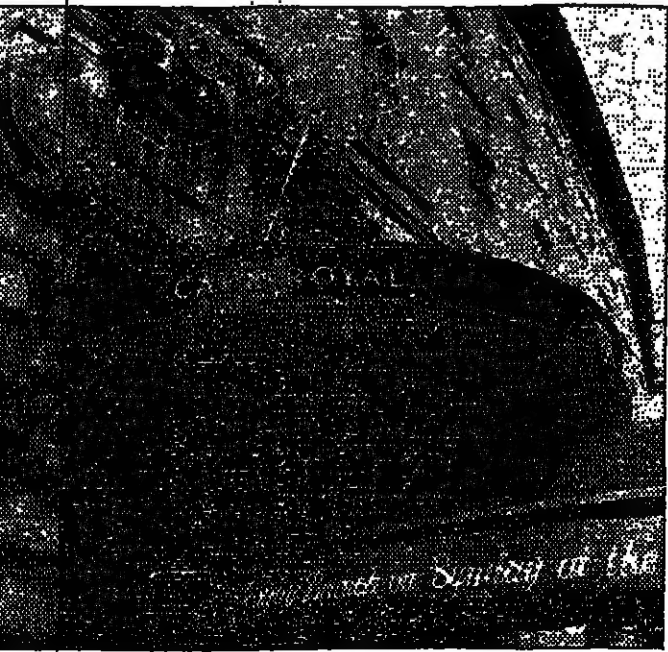
The Bull, Long Melford.

This picturesque country inn dates from 1450, and has both atmosphere and historical flavor. You'll find them in the charming Cordell Room restaurant, which offers a fine à la carte menu with a number of specialties, and also a table d'hôte menu. A most attractive way to eat out. Telephone 078-725 494.



The Carvery, Albany Hotel, Nottingham.

You choose from an impressive display of roasts, hot and cold, and you have exactly the amount you want, the way you like it. Remarkable value at a price of £3.45, which includes a starter, vegetables, sweet and coffee. You'll find Carveries at a number of other THF hotels too. Telephone 0602 40181.



Café Al, Regent Street.

This restaurant and banqueting house, with a world famous wine cellar and an air of Napoleonic grandeur. It has two of Europe's finest restaurants - the Grill Room, famous for English cooking since 1850, and Le Relais, the London centre for French provincial cuisine. Telephone 01-437 9090.



Cavalry Grill, Hyde Park Hotel.

In the Hyde Park Hotel, overlooking the Park, the cooking and service have the art and precision you'd expect with waiters watched over by old soldiers in the remarkable military prints on the walls. But there's nothing military about the atmosphere, which is pleasantly relaxed. Telephone 01-235 2000.

The sign of a great welcome



Hotels

TRUST HOUSES FORTÉ UK2

HOME NEWS

Competition urged to end monopoly on conveyancing

By John Groser
Consumer Affairs
Correspondent

The high-priced monopoly enjoyed by solicitors who practice conveyancing law should be ended, the Consumers' Association says in evidence to the Royal Commission on Legal Services. The evidence, published today, is based on research carried out by Which? magazine.

The association says only serious outside competition is likely to move the profession from its "entrenched complacency". Conveyancing in England and Wales, it says, is often too expensive, too slow, too complicated and unduly formalized.

The association believes that solicitors should be allowed to advertise to increase competition, encourage consumers to "shop around" for legal services, and offset the worst criticisms of conveyancing. Solicitors should volunteer an estimate of probable cost.

Consumers should be encouraged to handle their own legal work.

But the association concedes that some control would be needed over those permitted to do conveyancing work, since funds must be safeguarded. In suggesting an end to the conveyancing monopoly the association does not envisage a "free for all".

The association says a person wanting to sell his house without a solicitor should be able to buy the necessary contract forms. The fact that only solicitors in now buy the standard form of contract protects solicitors against competition and against the public interest.

The association suggests that a new body, a house transfer organization, should be formed. For a fee, it would take care of the consumer's behalf of every aspect of house purchase and sale, taking on the role fulfilled presently by solicitors, estate agents, surveyors and even the building societies and furniture movers.

The association points out that, in spite of reservations it cited, most people seemed satisfied with their solicitors' conveyancing. They were less satisfied, however, over personal injury claims.

A breakdown in communications seemed to be the cause of the most consistent source of complaint. Consumers apparently felt they were not kept properly informed about the progress of their cases and the increasing costs. Knowing what to expect would allay many people's worries, the evidence suggests.

Evidence from the Consumers' Association (Part I) to the Royal Commission on Legal Services (from its association, 14 Euston Square, London, WC2N 6DS).

Landlords 'sell about 100,000 houses a year'

About 100,000 houses a year are changing hands from private landlords to owner-occupiers, Mr Leonard Williams, chief general manager of the Nationwide Building Society, told the annual meeting of the National Home Improvement Council yesterday.

Loans for home improvement last year were estimated at £250m, representing about 200,000 loans, against 79,000 in 1970.

Police investigate bullying attacks on pupil

The police are investigating an outbreak of bullying at Wombwell High School, Barnsley, South Yorkshire, in which a girl aged 13 has suffered a broken toe and has had her face and legs cut by pins.

Yesterday the girl was in bed at her home after receiving hospital treatment over the weekend. A senior police officer has appealed to the school's 1,400 pupils for help in finding the culprits.

DRK turns its attention to provincial services

By Michael Bailey

Better train services, with more comfortable rolling stock, are planned between provincial towns and cities by British Rail. The changes are the rail board's first response to meet criticisms that it has concentrated too much on radial routes from London and allowed important cross-country routes to be operated by slow, unpunctual and uncomfortable trains.

Mr Peter Keen, British Rail's chief passenger manager, said yesterday that the improvements were part of an overall strategy that would include the introduction of high-speed trains on some provincial services.

In Scotland, where off-shore oil is generating more rail traffic, new cross-country services between Glasgow and Aberdeen and Edinburgh and Aberdeen will provide an hourly service along the "oil coast" from Dundee to Aberdeen. Many towns in central Scotland will have better rail links with Edinburgh and Glasgow.

Other routes to be improved include:

Nottingham-Glasgow: two extra trains a day, also serving Sheffield, Leeds and Carlisle.

Nottingham-Birmingham: more comfortable rolling stock, with cuts of up to 30 minutes.

Bournemouth and London-Oxford and Birmingham: morning and evening trains required to give direct service to Coventry and the international exhibition centre.

London-Exeter, Plymouth and Penzance: more air-conditioned coaches, with cuts of up to 10 minutes in journey times.

British Rail's new timetable, which comes into effect in May, also increases the number of high-speed trains on the London, Bristol and South Wales route from 45 to 82 on weekdays. The fastest trains will cover the 118 miles from London to Bristol Temple Meads in 1hr 32min, 15min less than when the 125mph trains were introduced last October.

British Rail Timetable, 1977-78, on sale today, £1.50.



Travel interchange: A £16m travel interchange, bringing Bradford's bus, coach, and rail terminals under one roof, which will open in the city on Sunday. It covers 84 acres and will be run by the West Yorkshire Passenger Transport Executive. It was commissioned by the former city council and designed by British Rail. Mr Robin Ward, director-general of the transport executive, said: "The

concentration of services should make things easier for operations, with refuelling equipment. Maintenance and testing workshops adjoin. Car parking for 1,000 cars and a taxi park are included. The object is to simplify passenger movements between the British Rail terminals, six bus departure platforms, and a coach park. A licensed bus and coach park, a newsagent's shop and other transport executive services are being provided. An underground garage beneath the centre of which will be let to commercial tenants.

Invalid tricycles 'failing to meet British standards'

By Our Social Services Correspondent

Failure to meet British, not EEC, safety regulations is the reason why the invalid tricycle is being phased out, according to Mr Morris, Under-Secretary of State for the Disabled.

In a letter to Mr Jeffrey Rooker, Labour MP for Birmingham, Mr Morris says the regulations are designed not to comply reluctantly with other people's but to promote the safety of every vehicle user.

Mr Rooker has accused the Government of deceiving dis-

abled drivers over the reasons for withdrawing the invalid tricycle in that the EEC safety regulations refer only to four-wheel cars. Mr Morris said Britain's regulations exceeded the strict terms of the European directives.

Mr Rooker dismissed the response yesterday on the ground that British regulations introduced last year did exempt invalid tricycles from some EEC safety standards, including those on door latches, hinges, protective steering and anti-theft devices, but not on interior fittings.

Mental hospital alert siren 'in need of improvements'

A Scottish Government official

agreed yesterday a warning siren at Scotland's security state mental hospital, where three men were held in an escape last November, was in need of improvements.

Miss Mary Macdonald, assistant secretary at Scottish Home and Health Department and chairman of management committee, Carstairs Hospital, Strathclyde, said at the inquiry in Leith into the incident that the committee accepted that improvements were necessary after emerged

in January that no siren could be heard in the adjoining farm.

Two men who escaped on November 30 killed a male nurse, a patient and a policeman. They have been sentenced to life imprisonment with a recommendation that they should remain in the rest of their lives. The inquiry was ordered by Mr Millan, Secretary of State for Scotland.

Miss Macdonald said that consultants at the hospital had no formal training in security but were expected to be aware of security needs. The inquiry was adjourned.

Judge seeks inquiry into breath-test 'loophole'

From Our Correspondent
Southampton

A judge yesterday asked the Home Office to investigate a possible loophole in the law which may allow drunken motorists to continue driving after they have passed a breath test.

The request by Judge Macdonald came at Southampton Crown Court after a jury had found Chief Petty Officer Robert Emberley, aged 36, not guilty of driving while unfit through drink or drugs in Southampton last December.

The court was told that CPO Emberley, of Blasney Close, Dorchester, was stopped by police officers who saw his mini car weaving about in Southampton. His breath smelt of drink and he was given a breath test, which proved negative.

The officers thought he was still unfit to drive and he was taken to a police station where, 37 minutes later, he was given a second test, which also proved negative.

Although he passed tests of placing his finger on his nose and walking down a line, Dr Michael Bridger, a police surgeon, came to the conclusion he was not fit to be in control of a car.

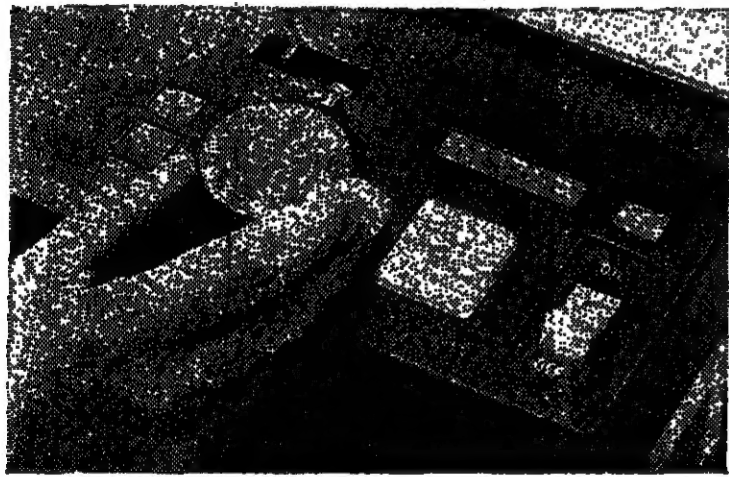
He told the judge: "I think the breathalyzer test is inaccurate. I think it should be used purely as a guide as to whether blood should be taken."

At the end of the case Judge Macdonald said: "I think it is an important matter to be investigated in the interests of the administration of justice because, if Dr Bridger's opinion is true, it may be that the police may be letting many people go on the roads when they should not be."

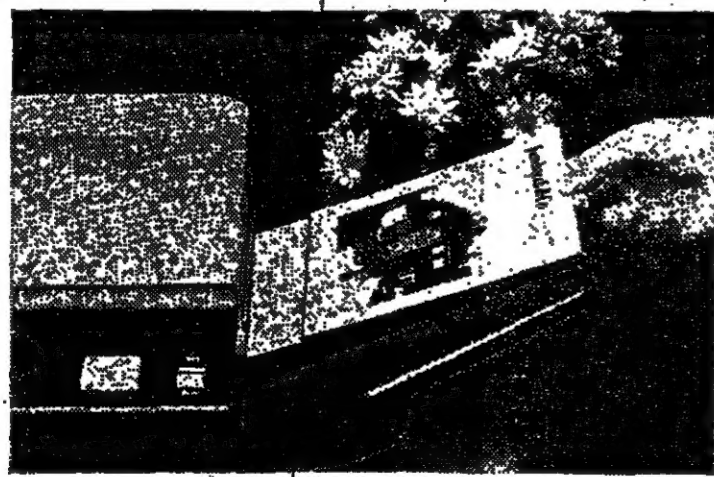
Our Motoring Correspondent writes: The Home Office said yesterday that it would be willing to study any submissions arising out of the case. It pointed out that it was already evaluating alternative breath test equipment after criticisms by the Blomherst committee.

See what you've been missing.

Only the Infotec 1101, the most reliable plain paper copier ever, gives you all this.



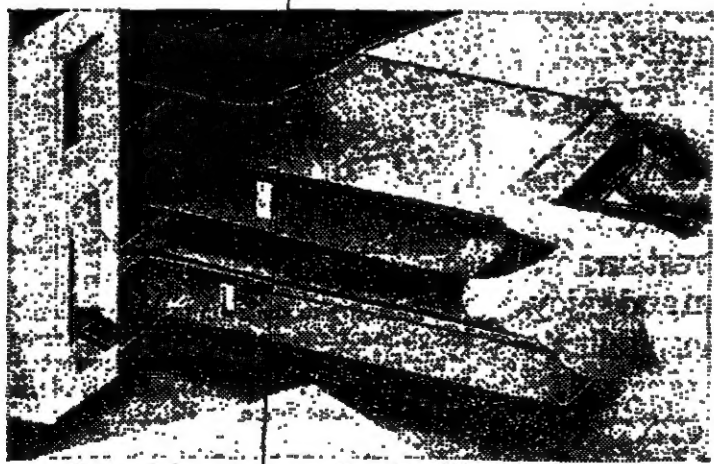
Beautifully simple controls.



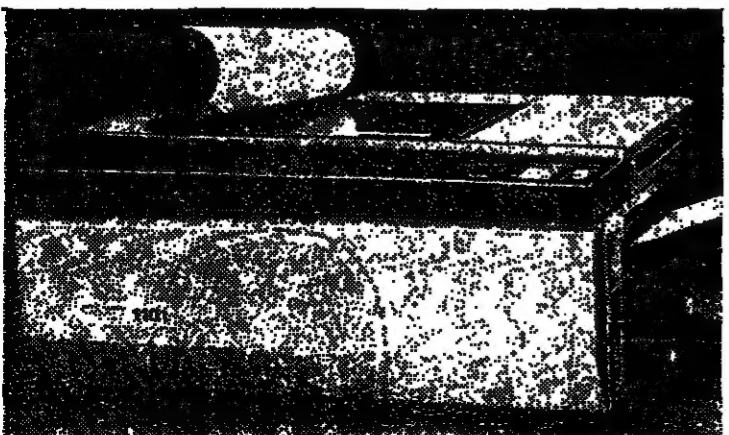
20 copies a minute, the first ready in only 5 seconds.



Almost photographic quality, particularly of half-tones.



Twin plain paper cassettes for different paper sizes.



A trim figure—the 1101 measures just 29 by 20 inches.



Ring 637 536 for a demonstration now, or write. And see what you've been missing.

Kalle Infotec, Infotec House, 87/91 Newman Street, London W1P 4AL.
London-West End: 01-637 5366, London-City: 01-377 9072, Croydon: 01-684 9751, Birmingham: 021-43 8471.
Manchester: 061-228 3541, Bristol: 0272 25117, Glasgow: 041-221 7869.

The Infotec Information Processing. A new kind of efficiency.

Kalle infotec
Hoechst

Decline quality of recruits to industry is at critical stage, steel chief says

From Tim Devlin
Education Correspondent
Cardiff

The decline in quality of new recruits to industry has reached a critical stage, Mr Peter Allen, managing director of the Welsh Steel Corp, said yesterday at the day conference on education Cardiff.

Industry is progressively starved of suitably able recruits, he said, search by the Confederation of British Industry and the City and Guilds of London Institute showed a vast loss in the proportion of applicants for craft apprentices whose literary and normal skills were too low for them to be considered.

The research showed that 86 per cent of applicants had failed the arithmetic test in 1974, compared with 60 per cent in 1966, and that per cent had inadequate literacy in 1974, compared with 26 per cent in 1966.

Mr Fred Adam, director of education for South Wales, said opportunities for higher education had more than

doubled between 1966 and 1974. Higher-quality recruits were no longer applying to enter industry but were staying on at school to take A levels.

Earlier, Mr Z. Brierly, of the CBI, told the two hundred delegates that children should not be allowed to leave school before passing a "basic examination" in literacy and numeracy.

Mr Raymond Hemmings, of the Assistant Masters' Association, argued for a national certificate of literacy to be introduced with a reward of £20 for everyone who passed it.

One of the biggest difficulties facing the Welsh education service is the promotion of the Welsh language in schools. A recent survey by the Welsh Office showed that only a tenth of primary school children can speak Welsh and many are dropping the subject later on.

Mr Eric Evans, director of the National Welsh Language Unit, told the 200 delegates at the conference: "If we do not succeed in less than 10 years in establishing a successful system of bilingual education we shall have lost the language battle."

Mr Clive Brooks, Headmaster

of Radyr Comprehensive School, Cardiff, said the curriculum in Welsh schools would be better balanced if there were not strong cultural reasons for teaching Welsh.

Two foreign languages were not necessary for all children. "More time devoted to one language would be more profitable and this would seem the urgent obvious reform if we are to halt the flight from both Welsh and French at the age of 13 or 14."

There were complaints about the lack of translation facilities at the conference. Mr Iorwerth Morgan, of Undeb Cenedlaethol Aelwyrdd Cymru, the Welsh teachers' union, said: "I find it quite astounding that on a major debate of education in Wales we have no facility to say a word in our first language. It is a slight on 1,500 years of exact literature."

Other speakers complained that the agenda for the Welsh conference was the same as that for the seven English conferences and that although the conference lasted two hours longer there was no time specifically for debating Welsh language teaching.

Etonian discouraged from youth work by violence

Boys at Eton being discouraged from volunteering for social work with 16 people because they are "communal punches". The latest issue of the school magazine, *The Etonian*, reports that Eton tend instead to volunteer old people's work.

The magazine, which is produced by the boys, describes a weekend that Etonians spent with boys aged from a London comprehensive school. "It taught far more about race and age tensions in London than any article or documentary could have done."

"The sheer passion of these kids was wondrous. Our bourgeois liberalism most. They amazed that none of us had any idea who the best fighter in the world was. Scenes of football violence at the Chelsea Shed shown on television prompted identification of all their friends and regrets at missing some action."

"The main topic of conversation when going round Windsor Safari Park was exactly how the animals would be maimed."

"Ultimately what drove us to get out while we could was their continual physical attacks on us, sometimes very painfully successful. We were the ones who benefited most from the experience. Our lack of physical response in the face of aggression was probably detrimental to the kids as it showed that violence might pay."

that none of us had any idea who the best fighter in the world was. Scenes of football violence at the Chelsea Shed shown on television prompted identification of all their friends and regrets at missing some action."

"The main topic of conversation when going round Windsor Safari Park was exactly how the animals would be maimed."

"Ultimately what drove us to get out while we could was their continual physical attacks on us, sometimes very painfully successful. We were the ones who benefited most from the experience. Our lack of physical response in the face of aggression was probably detrimental to the kids as it showed that violence might pay."

South Scotland electricity charge rises by 8½%

From Our Correspondent
Glasgow

Domestic consumers in the south of Scotland face an 8½ per cent increase in electricity charges from April. The increase is expected to bring the average cost, using 400 units a month, pay 17p a week extra.

Mr Frank Tomlinson, chairman of the South of Scotland Electricity Board, serves 1,200,000 consumers between the Solway and the Tay, said yesterday that the charges had been accepted by the Price Commission. These were attributed to his capital charges and inflation.

Mr Tomlinson said that in the board's area would almost 10 per cent lower than in England and Wales was expected that the fable position would continue in the coming twelve months.

The board believes that nuclear power will make an even greater contribution in future towards stabilizing electricity prices. Mr Tomlinson said the board expected to order another nuclear-powered station in a year, one of two units of 660 megawatts each which would probably be sited at Torness in East Lothian.

If approval was given within six months the first unit would probably be commissioned in 1985 and a second unit in 1986-87.

Increase of 11 per cent: Electricity prices for the 500,000 consumers in the north of Scotland are to go up by an average of about 11 per cent. The North of Scotland Hydro Electric Board said yesterday that the increase will appear in bills from July. The weekly increase for an average domestic consumer will be 22p.

GREATER LONDON FUND FOR THE BLIND

REGISTERED IN ACCORDANCE WITH THE RAISEMENT OF CAPITAL ACT 1976 (No. 100) 1976

2B WYNDHAM PLACE, LONDON W1A 2AQ 01-262 0191

To the GLFB, Please accept my donation of £

To help the blind people of Greater London

Name _____

Address _____

HOME NEWS

Sale of council homes to tenants and more mobility of labour advocated to aid the North

From John Chatteris

The sale of council houses to tenants and the relaxation of local authorities' allocation rules are advocated in the latest plan for increasing the prosperity of the North of England. In its final report after two and a half years' work the Northern Region Strategy Team emphasises the need for increased mobility of labour as part of its aim to bring the region's high unemployment rates down to the national average and make it a more attractive place.

The team believes that by the 1980s the total housing stock in most parts of Northumberland, Durham, Cumbria, Tyne and Wear, and Cleveland will be in balance with the number of families wanting homes.

It says local authorities should give council tenants the chance to buy their homes. They should also substantially reduce the rate of new house building, to release financial resources for the release of new housing for the creation of new industry and jobs.

It also suggests relaxations in local authorities' criteria of local residence for admission to council house waiting lists; and the establishment of a regional exchange bureau to help council tenants wanting to exchange accommodation with people in other areas.

The suggestions, made in a region where a high proportion of housing is council-controlled, are obviously controversial, according to Mr. Fresson, Minister for Housing and Construction, who took the chair at a conference to launch the report in Durham yesterday.

Mr. Fresson, who is having to cut his visit short because of today's events at Westminster, added that he had always opposed any indiscriminate policy on council house sales. "To argue that one should either sell none at all or sell them all is nonsense," he said.

On that point, as on more than a hundred other recommendations in the report, Mr. Fresson said he hoped that there would be a "government response" by the end of the year.

All local authorities and other interested bodies in the North now have the opportunity to comment on the final report, which is in five volumes.

Another important recommendation in the report is for a change in the present system of paying government subsidies to new industries moving into the special development areas covering large stretches of Durham, Cumbria, Northumberland, and Tyne and Wear. The team suggests the introduction of a new type of

"special employment premium" of about £1,500 for each new manufacturing job created in the region's worst affected areas.

The cost could be partly offset by eliminating the small differential in the rate payable in "special development areas" compared with that payable in the slightly less deprived "development areas," the team says.

Mr. Nicholas Segal, director of the team, estimated yesterday that the total extra cost of such a plan would be about £600 a year.

His team predicts that its policies could create about eight thousand extra jobs by the 1980s and that the total "regionally relevant" public expenditure in the North by 1985-86 would be about £2,560m at 1975 prices. That would be equal to the expenditure expected this year and next and less than that of 1975-76.

The team's eventual aim is to make the North self-sufficient. But several leading political figures at yesterday's conference were anxious that central government assistance should not be withdrawn too soon.

Strategic Plan for the Northern Region (Stationery Office, £17 for five volumes; £3.50 for main report only).

BBC pays damages for holiday criticism

Cosmos Air Holidays accepted "several thousands of pounds" damages and costs yesterday in settlement of a High Court libel action against the BBC over a programme which ridiculed a package holiday in Majorca.

Criticism about the holiday was accompanied by the theme music from the *Colditz* television series. Mr. Justice Melford, Stevenson was told. The company sued the BBC, Michael Bruce, who edited the 1975 programme, and Valerie Singleton and Richard Stilgoe, two reporters.

Mr. Richard Hartley, QC, for Cosmos, said nearly half a million people travelled abroad each year through Cosmos.

The programme purported to show viewers against pitfalls in choosing an hotel and resort from a brochure. The Cosmos 1975 summer brochure was given particular prominence.

One of the hotels selected for criticism and ridicule was the Torre Arenal at Arenal, Playa de Palma, Majorca.

The report made no complaint about the hotel's comfort or catering, but was scathing about its location and amenities, which it said were completely different from the descriptions given. They said the hotel was situated in the centre of a slum clearance area where children might be run over or struck on the head by falling tiles.

Mr. Hartley said Cosmos had prided itself on giving cheery, excellent value for money and for paying particular attention to the choice of hotels and resorts. Quite apart from the unjustified criticisms of the hotel and its amenities, the company particularly resented the inference that it was guilty of offences under the Trade Descriptions Act.

The defendants now accepted that their criticisms were unjustified and unfair and had agreed to pay appropriate damages and costs.

Mr. John Prentice, for the defendants, said they regretted that the unwarranted suggestions were ever made and apologised for the embarrassment caused.

The judge agreed to the record of the action being withdrawn.

Budget preview 3: Increased strain on the Inland Revenue Tax-structure changes that would save staff

By Neville Hodgkinson Social Policy Correspondent

Failure to let tax thresholds rise in line with inflated wages and salaries has greatly increased the strains on the tax collection and social security systems.

Thousands more tax staff have had to be employed to handle the new cases entering the system and to deal with a trebling of the number of taxpayers pushed by inflation from the standard rate to higher levels.

The fact that growing numbers of people on low incomes have been paying taxes may take them below the official poverty line has also meant increased numbers qualifying for benefit, and greater hostility towards those depending entirely for their income on social security.

A much-discussed scheme for taking care of the tax-benefit overlap, simplifying the system, relieving millions from the need to claim supplementary benefit, and curing staff, is the tax-credit system, proposed in 1972 by the former

Conservative government in a green paper.

The scheme, which was dropped by Labour, entailed setting tax credits against tax due, and to the extent that they were not used up, paying them positively as benefit. The cost, worked out on the basis that no one should lose because of the change, was estimated then at £1,300m.

Today, with the tax-benefit collision greatly intensified, and with one in 12 of the population depending partly or wholly on means-tested supplementary benefits, the cost would be £5,000m.

That would seem to rule out the scheme for the present, although an overhaul of the tax and social security system on tax-credit principles is promised by the Conservatives if they are returned to power.

Another strategy of reform which the Inland Revenue is studying, and which the Chancellor may have in mind as a long-term prospect, is to simplify the tax structure radically, with the object of introducing a system of self-coding.

The essence is that the individual works out what he

ought to be paying and notifies his employer himself, rather than leaving it to the taxman.

Child allowances are on their way out, to be replaced by cash payments under the child benefit scheme, and the Government has said it intends to take life insurance relief off tax returns in a measure expected to be implemented in 1979.

Instead, the insurance companies will be required to collect premiums net of the relief, and claim the difference themselves from the Inland Revenue.

Mortgage interest relief might be simplified by restricting it to a single rate of tax, instead of adjusting it as the taxpayer moves into higher rates, or it could disappear in its present form, in whatever arrangements follow the present housing policy review.

Minor personal allowances such as those for a housekeeper or dependent relative might be abolished, perhaps with general relief sufficient to cover the loss of such allowances.

Those changes alone would save some 5,000 staff. Self-cod-

ing by this time a simple matter for most, would produce further large savings.

The system of cumulative taxation, by which each week's income is adjusted to each week's income, might also come to be regarded as an unnecessarily costly luxury.

It could be replaced with a non-cumulative system such as the United States uses, involving self-assessment. The taxpayer could go through the year with a single hypothesis as to his level of earnings, and work out for himself whether there is any surplus or debt to be cleared up at the end.

Simplification of the tax system, and the return to the individual of direct responsibility for his tax affairs, might bring an important invisible benefit to Britain apart from cutting administrative costs.

Because of greater public awareness it could help to ensure that future Chancellor would find it far more difficult to let income tax receipts and public spending rise disproportionately during a period of inflation.

Call for law changes to give subnormal offenders more relevant treatment

From Our Correspondent

Changes in the way the law treats the mentally retarded were called for yesterday. Mr. Brian Campbell, a probation officer at Stoke-on-Trent, made a plea for "relevant treatment" for the subnormal.

Speaking at a conference at York University organized by the British Association for the Mentally Subnormal, he referred to the recent case of a retarded man in his forties who set fire to rubbish, because he thought it was a health hazard. When he appeared at the Crown Court, charged with arson, the judge had the alternative of sending him to a probation hostel or sentencing him to life imprisonment. No hostel place was available and the man is now in prison.

Mr. Campbell said that was an example of the confusion that faces those who have to deal with the retarded within the present system of criminal justice.

A lack of adequate facilities and of desire to improve them often means that prison becomes the "dumping ground" for the retarded, he continued.

If children who break the law can be protected against prosecution because of their mental capacity, the retarded, whatever their ages, should be given similar consideration.

Otherwise subnormal people might be trapped on a penal ladder from which there is no escape. Sometimes they might become the victims of sadistic prisoners.

An appeal against sentence had been lodged on behalf of the man who burnt the rubbish, Mr. Campbell said. "Our view was that this man was not a danger to the public, and with help and guidance from us over an indefinite period could have lived in his own home."

The judge obviously took the view that because we could not guarantee that the man would not commit a similar offence again he should not be among the community. But how can anyone guarantee a person's future actions?

Earlier, the conference, attended by social workers, police officers and representatives of the courts and the medical profession, had heard a lecture by Det. Constable Stanley Hewitt of Staffordshire police, who called for more training for the police to help them to identify and be of more help to the retarded.

"Police men should know how to handle such problems and I would welcome action like that on the Continent, where the police, in several countries, are trained to deal with the retarded, drug addicts and alcoholics to seek a better understanding of their difficulties."

Police men should know how to handle such problems and I would welcome action like that on the Continent, where the police, in several countries, are trained to deal with the retarded, drug addicts and alcoholics to seek a better understanding of their difficulties."

Police men should know how to handle such problems and I would welcome action like that on the Continent, where the police, in several countries, are trained to deal with the retarded, drug addicts and alcoholics to seek a better understanding of their difficulties."

Police men should know how to handle such problems and I would welcome action like that on the Continent, where the police, in several countries, are trained to deal with the retarded, drug addicts and alcoholics to seek a better understanding of their difficulties."

Police men should know how to handle such problems and I would welcome action like that on the Continent, where the police, in several countries, are trained to deal with the retarded, drug addicts and alcoholics to seek a better understanding of their difficulties."

Police men should know how to handle such problems and I would welcome action like that on the Continent, where the police, in several countries, are trained to deal with the retarded, drug addicts and alcoholics to seek a better understanding of their difficulties."

The judge obviously took the view that because we could not guarantee that the man would not commit a similar offence again he should not be among the community. But how can anyone guarantee a person's future actions?

Earlier, the conference, attended by social workers, police officers and representatives of the courts and the medical profession, had heard a lecture by Det. Constable Stanley Hewitt of Staffordshire police, who called for more training for the police to help them to identify and be of more help to the retarded.

"Police men should know how to handle such problems and I would welcome action like that on the Continent, where the police, in several countries, are trained to deal with the retarded, drug addicts and alcoholics to seek a better understanding of their difficulties."

Police men should know how to handle such problems and I would welcome action like that on the Continent, where the police, in several countries, are trained to deal with the retarded, drug addicts and alcoholics to seek a better understanding of their difficulties."

Police men should know how to handle such problems and I would welcome action like that on the Continent, where the police, in several countries, are trained to deal with the retarded, drug addicts and alcoholics to seek a better understanding of their difficulties."

Police men should know how to handle such problems and I would welcome action like that on the Continent, where the police, in several countries, are trained to deal with the retarded, drug addicts and alcoholics to seek a better understanding of their difficulties."

Police men should know how to handle such problems and I would welcome action like that on the Continent, where the police, in several countries, are trained to deal with the retarded, drug addicts and alcoholics to seek a better understanding of their difficulties."

Police men should know how to handle such problems and I would welcome action like that on the Continent, where the police, in several countries, are trained to deal with the retarded, drug addicts and alcoholics to seek a better understanding of their difficulties."

Allowances to be extended to 300 foster-children

The attendance allowance is to be extended to an estimated 300 handicapped children in foster-care. Extra cost will be about £200,000 a year.

The Government's move, announced in a written reply by Mr. Alfred Morris, Under-Secretary of State for the Disabled, fulfils a pledge given to the all-party disabled group earlier this year. Mr. John Hamman, Conservative MP for Exeter, and Mr. Lewis Carter-Jones, Labour MP for Eccles, then agreed to withdraw a private members' Bill to extend the attendance allowance to fostered handicapped children, when the Government promised regulations to give effect to their proposals.

The regulations will be introduced shortly and Mr. Morris has pledged that the allowances will start being paid no later than September 1. Attendance allowances, worth £12.20 a week for handicapped people needing attendance night and day, and £8.15 for others, are not subject to tax or count in most means tests.

MPs who urged the extension were concerned that some handicapped children were being created differently from others and that some potential foster-parents might be deterred from taking a handicapped child needing close attention if the allowance was denied to them.

Bogus business got £18,000 goods, court told

A man who set up a bogus business, with a £15 bank account obtained goods worth £18,000 from large companies, it was stated at Winchester Crown Court yesterday.

Alan Brooks, aged 47, of Pool Road, Leicester, who pleaded guilty to obtaining by deception, burglary and being equipped for theft and asked for 24 similar offences to be considered, was jailed for seven years.

Judge Starforth Hill, QC, commented: "Some companies must want their heads tested, accepting cheques from a man in an upstairs room with no references."

Cashier to appeal

James Montellier, a Sobo bookshop cashier, of Crowdon Road, Stockwell, London, was sentenced at Marlborough Street Magistrates' Court yesterday to two months' imprisonment for having obscene magazines for sale. He was freed on bail pending an appeal.

Man pretended wife he had killed was alive, court told

From Our Correspondent

St Albans after a man had murdered his wife he sent her sister letters and Christmas cards purporting to come from them both and saying that all was well, it was stated at St Albans Crown Court, Hertfordshire, yesterday.

In fact her body was lying in a shallow grave in the garden of the bungalow where they had lived for the 18 years of their marriage, the court was told.

Ronald Chambers, aged 51, of Haver Street, Blackpool, pleaded not guilty to murdering his wife, Mavis, in 1971.

Mr. Pierre Crowder, QC, for the prosecution, said: "This is the story of a man who came back one night and for some reason killed his wife with two stab wounds in the chest. Having killed her, he dug a shallow grave in the garden of the bungalow."

"Shortly afterwards he sold the bungalow and the greater part of its contents, and left the district."

Mr. Crowder said that in letters, which were sent in 1972, 1973 and 1974 to her sister, Mrs. Brenda Dickinson, Mr. Chambers had written to give the impression his wife was still alive and everything was well.

The court was told that Mrs. Dickinson, of Mangrove Road, Luton, went to the police after becoming suspicious about her sister's whereabouts. The police searched the house and garden of the couple's former home in West Hill Road, Luton, and the body was discovered by two highly trained Alsatian dogs.

Mr. Crowder said the couple married in 1953 but had no children.

The hearing was adjourned.

Woman, 84, murdered

Miss Margaret Moore, aged 84, was found stabbed to death in her basement flat in Ellington Road, Ramsgate, on Monday night. The police believe the motive was robbery.

Butchers are not profiteering, livestock chairman says

By Hugh Clayton

Allegations of profiteering by butchers were dismissed yesterday by Mr. George Howard, chairman of the Meat and Livestock Commission. "Incentives in retail prices are very much in line with the higher prices

that butchers have had to pay," he said in London.

"I dislike very much hearing one sector of the industry accusing the other of profiteering."

It was simply not true that butchers had made excess profits at the expense of livestock farmers. The price of

English lamb had risen by less than a fifth in a year, while the price of sheep had increased by half.

"It is said that meat has become a luxury article. Taking the short term, meat prices have risen more slowly than those of other foods."

Mr. Howard defended the export trade in meat and livestock while admitting that at first it might affect shop prices at home. Eventually it would create a wider market for British livestock and benefit farmers and consumers.

Mr. Howard defended the export trade in meat and livestock while admitting that at first it might affect shop prices at home. Eventually it would create a wider market for British livestock and benefit farmers and consumers.

Mr. Howard defended the export trade in meat and livestock while admitting that at first it might affect shop prices at home. Eventually it would create a wider market for British livestock and benefit farmers and consumers.

Fortunately, not everyone thinks about water supplies only when there's a drought.

Some years ago, a high density polyethylene, called Hostalen, revolutionised the manufacture of mains water pipes.

Now they're used by water authorities throughout the UK.

Unlike traditional supply systems, they resist corrosion. They're flexible, easy to handle and transport.

Hostalen makes it easy to reline faulty water mains, too. This means a great saving in time and cost.

And who developed Hostalen? Hoechst.

It's one of the world's largest companies. Last year it spent over £200 million on research alone.

Hoechst in the UK employs over 8,000 people. In 1976, its UK companies had a turnover of about £300 million.

Its products in the UK, apart from plastics, include agrochemicals, pharmaceuticals, veterinary products, chemicals, decorative and industrial paints, high tenacity fibres, packaging films and office equipment.

Hoechst

For more facts, please write: Care of Hoechst, Salisbury Road, Hounslow Middlesex. Or phone 01-570 7712 ext. 3169.

Care of Hoechst

Sale of arms paying for cost of BAOR

farm prices urged

European Parliament
Luxembourg

Mr John Sillkin, the UK Minister for Agriculture, Fisheries and Food, acting President of the Council of Ministers, called members to heed the voice of farmers during their debate on farm prices for the forthcoming year.

Mr Sillkin said: "This Government said, and any Council of Ministers which tried to ignore it, would undermine the basis of the Community."

Opening the debate, Mr Sillkin said: "The Government of Denmark (L), following the opinion of the Parliament's Agriculture Committee, has proposed that the Government of Denmark should be asked to fix new farm prices against an economic background of serious inflation and slow growth."

Nevertheless, a majority of countries in the European Commission's suggestion for average 3 per cent increase in prices was too low. A figure of 5 per cent was justified, irrespective of the Community price policy this could have impact on agriculture unless the Government of Denmark was to production planning and production control.

Lord Bruce of Donington (Lab), for the Committee on Agriculture, said: "The Government's farm increase would be one per cent but that there should be any increase at all in the

New field forces in operation on April 1

disequilibrium with which they were supposed to deal could be corrected. The chief had no doubts.

Mr. Sükün said the debate was having important repercussions on farmers' attitudes towards Brussels this weekend.

Commission's proposals recognize strongly the economic problems of agriculture. But he emphasized the dangers of unemployment and high inflation, which at the same time are not improving the situation of agriculture. The chief had been aggravated by last week's drought.

The opinions of the principal spokesmen of the Commission reflected these difficulties and their proposals with higher and lower priorities than those suggested by the Commission. There was no difference among EEC member states.

In Brussels last week, about 100 members of a delegation of farmers' representatives, he received a deputation from European consumers' associations. The first subject of deputation had been "recapture, but that would not be the last.

Indeed, those who drew up the Treaty had envisaged the possibility since Article 39 of the Treaty that the interests among its objectives the interests of consumers as well as those of producers.

If they looked at the market depressively they would state the interests of the producers. But if they looked at the same thing. After all, the interests of consumers were in food he produced and of producers in food he sold. The chief had found it was more or selling it outside the Community with the benefit of subsidies helped neither.

Mr. Michele Chirani (Italy, L) said that the Community's policy was insufficient. These people were stumbling under the weight of inflation.

Mr. Albert Lagier (France, C) said that the Community's policy was not aggressive enough. He said that the Community must become an exporter of its farm produce so it could compete with the United States.

Mr. James M. Hopkins (UK, Derbyshire) for the Conservative group, said that, in principle, he accepted the Commission's proposal. He said that the Community must be brave and radical in telling farmers that they must make part in battle against inflation, too.

Mr. J. J. van den Broek (Netherlands), for the Communist group, said the urgent task was to get policy to slow down and then to get the price of agricultural goods and prices could help. They could help reduce production costs.

Mr. Mark Hughes (Durham, L) said there should be an examination of the whole problem.

parties, front organizations and fellow travellers, and the erosion of moral values by the mocking of the established authority of the church and the state.

The debate was adjourned.

Audit board Bill lost

Mr Ivor Clementson (Luton, E. 10) was refused leave by the House to introduce a Bill to establish a public audit board provide an independent audit service to companies, financed by levy on those companies.

Mr John Wakeham (Malden, S.) said the Bill's effect would be to create a bureaucratic waste and would not deal with the many difficulties that arose in auditing.

The independence and objectivity of auditors had been called in question in not more than a handful of cases in the past

1000
1976-1977

Turnover...Profit...Capitalisation

The world's leading annual industrial and financial review lists and analyses:

- *The Top 1000 UK Companies
- *Major world companies
- *Largest mergers and leading profit makers

Special new features this year:

- *Top 25 UK ad advertisers
- *List of foreign banks in the UK

PLCS

more information on tables

Published by
TIMES BOOKS

£6.00

100

WEST EUROPE

Mr Jenkins faces censure motion for suspending EEC export subsidies on butter for E Europe

From David Cross

Luxembourg, March 22

Members of the European Parliament are to debate tomorrow a censure motion against Mr Roy Jenkins, the President of the European Commission, and his Commission colleagues for their recent handling of subsidized butter sales to the Soviet Union.

The motion, which has been tabled by the 17 French and Irish members of the European Progressive Democratic Group, criticizes the Commission for deciding to suspend export subsidies on butter sales to Eastern Europe. This move was not founded on any legal basis whatsoever and the Commission had consequently exceeded its powers, the motion alleges.

It also criticizes the Commission for having failed to consult the Parliament before acting and for its general mismanagement of stocks of agricultural products. The Commission can be held personally responsible for the disastrous management of stocks, it says.

After a full-scale debate during which the Commission is expected to defend its decision to ban temporarily butter sales to Eastern Europe, the motion will be voted on by MPs. If there is a substantial majority in favour, Mr Jenkins and his colleagues would have to resign.

However, support for the motion is limited mainly to French and Irish MPs, with powerful dairy farming lobbies. West German and British MPs, who traditionally support the interests of consumers, are unlikely to go along with the motion.

The debate on the censure motion during a special two-day session of the Parliament originally scheduled to discuss this year's farm price review, came as something of a surprise here.

It was generally expected that the motion would not be debated until the next regular session of the Assembly in April. However, French Gaullist members of the Progressive Democratic Group insisted that the censure motion should be discussed during the current session.

During today's opening session of the farm price debate, Mr John Silkin, the British Minister of Agriculture, and acting president of the EEC's Council of Ministers, emphasized the importance of taking consumer interests into account when farm prices are fixed.

"The voice of the consumer is being raised all over Europe," he said. "This Parliament and a Council of Ministers which tried to ignore it would be unrealistic."

The interests of the pro-

ducer and the consumer came to the same thing, he said. "Putting food into store or selling it outside the Community with the benefit of vast subsidies helps neither of them", he added.

Mr Silkin, who is seeking a virtual standstill on EEC farm prices this year, said there were large changes on the horizon to which the Community should be turning its mind. If Greece, Portugal and Spain became members of the EEC, as seemed likely, the Community's agricultural policy would have to be transformed to take account of an entirely different situation.

The Assembly was debating a draft resolution drawn up by its agricultural committee calling for farm price increases averaging 5 per cent this year. However, the European Commission's recommendation for a 3 per cent rise across the board is supported by the Parliament's budgetary committee.

When the resolution is put to the vote tomorrow, it will have an important bearing on the deliberations of ministers of agriculture of the Nine who are due to complete their price negotiations in Brussels this weekend.

With the exception of the British, most other EEC governments are calling for rises of more than 3 per cent.

Parliamentary report, page 6

Basques freed under wider amnesty

From William Chislett

Madrid, March 22

To shouts of "Gora Euzkadi" (Long live the Basque country) three alleged members of the Basque separatist organization ETA were today released from Carabanchel prison here.

They were among the first political prisoners to benefit from the Government's widening of its amnesty which came into effect last weekend and is expected to cover most of the estimated 178 remaining political prisoners, nearly all of whom are Basques.

A small crowd of about 30 people, family and friends had been waiting all night outside the old, grim prison in a working-class suburb of Madrid. The three released were Señor Jon Kortabarría, Señor Gozon Oñazaga and Señor Pablo Gabikagosaakoa Gaytebetia. The first two were arrested on November 4, 1975 in Oñate in the Basque country and were accused of illegal association and possessing arms.

Señor Gaytebetia was arrested in Madrid on September 18, 1975 during a nationwide police raid against ETA. No formal charges were brought against him and his arrest was in connexion with a wave of attacks.

Ironically the three prisoners were released on the seventeenth anniversary of the death in 1936 of Señor José Antonio de Aguirre, the President of the autonomous Basque Government.

Meanwhile families of other political prisoners gathered outside various prisons in Spain awaiting news of their fate. The amnesty is not expected to cover those directly involved in politically motivated crimes of violence, although this is not completely clear yet. To date about nine political prisoners have been released.

Unconfirmed reports are increasing that the Spanish Communist Party will be legalized by the Supreme Court by the end of this week. The court must give its verdict by April 1. Officials at the party's headquarters are reluctant to commit themselves either way on the issue of legalization, but there is a definite feeling that it is a foregone conclusion.

As the Government has now announced its electoral law—although the exact text has not been published—observers believe that it is anxious to solve the Communist problem as soon as possible and so open the way for electoral campaigning without discrimination. Most parties, particularly the neo-Francoist Popular Alliance, have already started their campaign but the Communists are still having their meetings banned.

Mr Kosygin begins visit to Finland

Helsinki, March 22—Mr Kosygin, the Soviet Prime Minister, arrived here today for a five-day official visit to include talks with President Kekkonen that are expected to focus on expanding economic ties and defence and political issues.

Mr Kosygin will attend the inauguration tomorrow of Finland's first nuclear power station, built at Loviisa, east of Helsinki, with Soviet assistance.

The talks between the two leaders are expected to centre on the projected 15-year trade agreement between the Soviet Union and Finland, and the review in Belgrade next June of the results of the 1975 Helsinki security conference.—Reuter.

Biscuit firm owner is kidnapped

Milan, March 22—Signor Paolo Lazzaroni, the owner of Italy's oldest and best known biscuit company, has been kidnapped today. He is the nineteenth person kidnapped in Italy so far this year and the sixth this month.—A.P.

3,000 pigeons face the guillotine

Rome, March 22—Between 3,000 and 4,000 sick pigeons are facing the guillotine in Siena. A municipal ordinance says beheading must be used, followed by the cremation of the bodies in the municipal incinerator.



Mr Roy Jenkins with Queen Juliana at Soestdijk palace yesterday.

Dutch want delegate of Nine at summit

From Our Correspondent

The Hague, March 22

Mr Roy Jenkins, the President of the European Commission, ended his two-day visit to The Hague today after an audience with Queen Juliana.

In a statement he noted with satisfaction the Dutch Government's support for his position that the EEC as a whole should be represented at the forthcoming Western economic summit in London.

France is the main opponent of this standpoint, arguing that since no decisions will be taken in London it is sufficient for France, Britain and West

Germany to represent the Community, and that the presence of Mr Jenkins and representatives of the smaller EEC countries is not required.

Mr Jenkins said that he and Mr Joop den Uyl, the Dutch Prime Minister, shared the view that the EEC should be represented in London by the British Foreign Minister, in his capacity as chairman of the Council of Ministers, and by himself as President of the European Commission.

Mr Jenkins added that the final decision would have to be taken at the end of the week in Rome, where Europe's

leaders meet to mark the anniversary of the signing of the Rome Treaty.

The Dutch Parliament has urged its ministers to boycott the Rome meeting if an invitation to the London summit is not forthcoming.

The Dutch Finance Minister has even threatened to withdraw some of Holland's extra contributions to Community funds if the small countries are excluded from the summit.

Mr Jenkins preferred not to talk about possible reprisals, but confirmed that "we see entirely eye to eye with the Dutch on this issue".

Andreotti plea for prudence as Rome strikes

From Our Own Correspondent

Rome, March 22

Signor Andreotti, the hard-headed Prime Minister of Italy, expressed the hope today that in the present difficult situation no one was making the mistake of thinking in terms of a trial of strength between the Government and the trade unions.

He emphasized the need for prudence in an interview which was published on the eve of a general strike in Rome and the whole Lazio region. Industry, agriculture, schools and public offices are due to be idle all day tomorrow. Cinemas and theatres will close and public transport will stop for several hours.

Shopkeepers have decided to close their businesses in a separate protest against the growing number of violent attacks on them in the city.

The Prime Minister's main point in his interview was that the life expectancy of his Government was of only relative importance. What counted, he said, was that the threat of providing a minimum of convergence among the democratic parties should not be broken without there being first the certainty of something better to follow.

This idea of prudence marked Signor Andreotti's talks today aimed at winning the support of the Parliamentary parties, which help to keep his minority administration afloat, to reduce labour costs.

Mrs Hart resumes battle with French over aid

From Michael Hornsby

Brussels, March 22

Mrs Judith Hart, the Minister for Overseas Development and among the most unrepentant of British anti-Marketters, returned to the European stage today after a break of two years to take the chair at a meeting of EEC ministers responsible for aid to developing countries.

She quickly found herself in a tussle with the French who were opposing a Commission proposal which would establish a permanent legal basis for aid to countries in Asia, among them Malaysia, India, Pakistan and Ceylon, and in Latin America which are not associated with the EEC in any formal way.

This has always been a matter

of concern to Britain, who was given assurances on accession that attention would be given to bringing Asian Commonwealth countries within the web of the Community's trade and aid agreements with developing countries.

As in the past, the French today opposed putting aid to the non-associated states on a permanent footing, insisting it should be decided each year. In the 1977 budget, the Commission, backed by the European Parliament, has proposed expenditure of 45 million units of account (£18.7m), but this was to be coupled with agreement on a framework for such aid. Now it appears that this part of the proposals at least will have to be dropped.

Nine in accord on VAT

From Our Own Correspondent

Brussels, March 22

Finance and budget ministers of the Nine were tonight described as "home and dry" in their search for agreement on the question of which items should be subject to or exempt from value added tax (VAT) for the purpose of calculating payments to the EEC budget.

One or two minor reservations remained. Speaking at a press conference after tonight's meeting, Mr Robert Sheldon, Financial Secretary to the Treasury, who was in the chair, said that the EEC's full "own resources"

budgetary system should now be in operation "if all goes well by the target date of January 1, 1978".

The introduction of "own resources" would enable member governments to finance EEC activities automatically without the present recourse to direct contributions from national exchequers.

It is intended that from the beginning of 1978 these direct contributions should be replaced by revenue equivalent to up to 1 per cent of VAT levied on all agreed list of goods and services throughout the Community.

Gimmicks will not save French Government

From Charles Hargrove

Paris, March 22

A minister is quoted by one of the Paris dailies this morning as saying that the Government's preoccupation is to discover a gimmick which will bring back to its fold the 2 per cent of the popular vote that deserted it for the left in the municipal elections. But a gimmick will not be enough.

Sacrificing the seven ministers who were beaten at the polls would not be convincing, although tomorrow's Cabinet meeting may produce a reshuffle, which many observers consider inevitable, to demonstrate the Government's determination to make a fresh start, with an eye on next year's Parliamentary elections.

What the government majority needs is a common programme and strategy of its own, to match the undeniable power of attraction which the common programme of the left has had on a large

number of voters in the shifting middle ground of the electorate. That if not in so many words, is the recipe of M Jacques Chirac, the leader of the Gaullist Rassemblement, and the elected mayor of Paris. "We must alter our tactics, single out the enemy more clearly and fight the same kind of battle as he fights against us", he said yesterday.

For a start, the Gaullists' way of thinking, their Giscardian and Centrist partners must acknowledge the error of their ways and abandon their persistent attempts, since President Giscard d'Estaing's election nearly three years ago, to undermine the dominant position of the Gaullists in the government majority. The most recent attempt was to put up M Michel Orsano, the Minister of Industry and a close friend of the President, as a candidate for the post of mayor of Paris.

The Gaullists believe that they have been clearly, if not triumphantly, vindicated by M Chirac's success in Paris. "In order to win (in 1978)", M Chirac said, "the leaders of the majority must realize that theories of a shift of the centre of gravity, of a change of majority, are now quite absurd and out of season."

The least that can be said is that their partners' analysis of the reasons for the majority's defeat differ substantially and that Giscardians and Centrists show no inclination to accept the verdict that only the Gaullist leader's drive and determination prevented defeat from turning into disaster.

M Jean-Pierre Fourcade, the Minister for Construction, and the leader of the *Prospéctives* or *Realités* club, the intellectual calls of Giscardism, declared on the radio yesterday that the President had no reason to change his strategy.

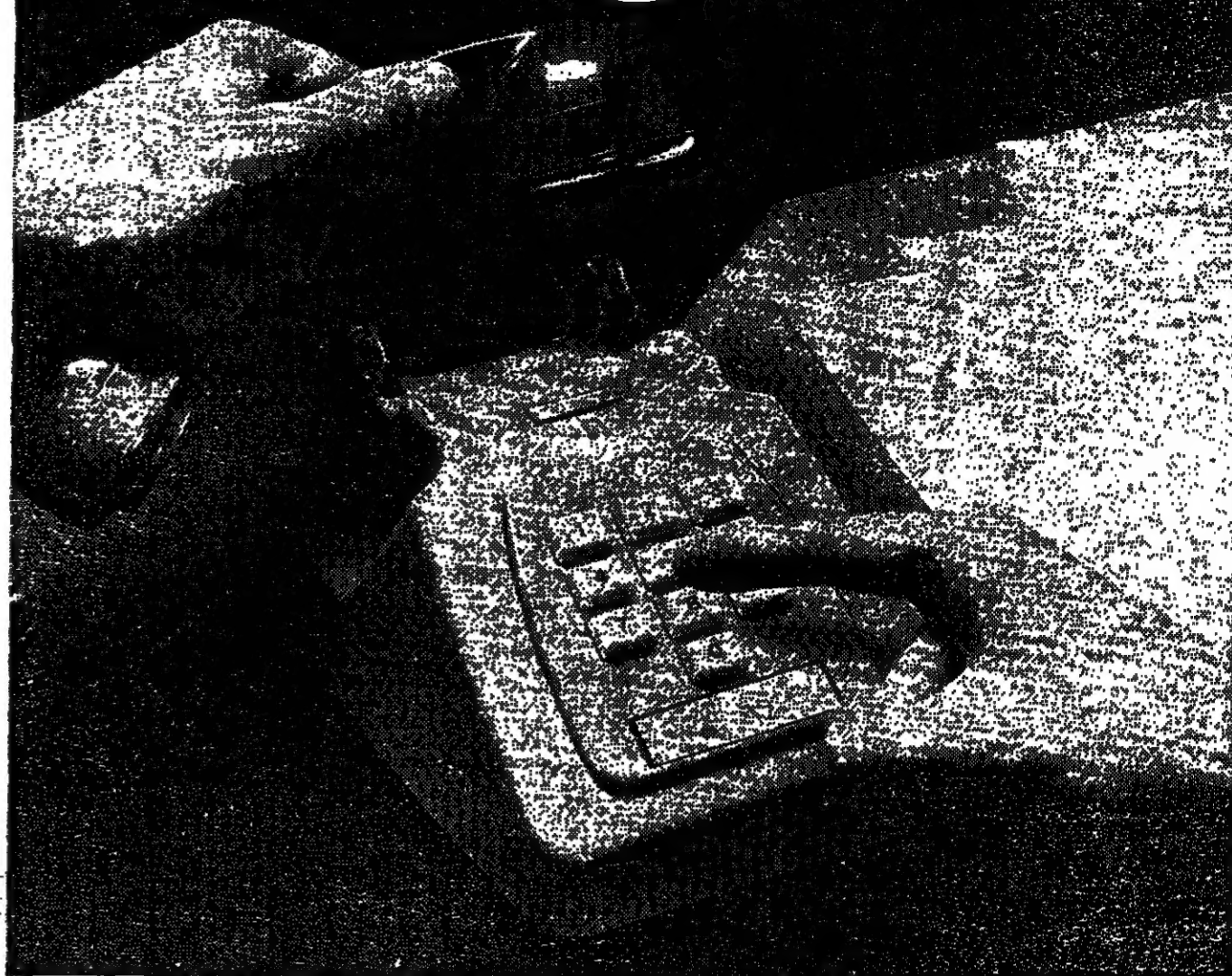
"There are a number of voters who believed in the effectiveness of the liberal policy of the President, and now begin to doubt it and

believe in the effectiveness of the common programme (of the left). It is that fringe which will be the touchstone of success in 1978. For it, primitive and anti-communist and battles of slogans are inadequate", he added.

The Giscardians' rejection of M Chirac's strategy of confrontation with the left is only one of the obstacles to a common programme of the majority. Others are veiled suggestions from their quarter on the night of the elections that the majority voting system was partly at fault.

For years it had worked to the advantage of the Gaullists. Now it is beginning to work in favour of the opposition. The only remedy would be a change to proportional representation next year. But this is even more anathema to the Gaullists than the Government's plans for direct elections to the European Parliament on ratification of the new rules of the International Monetary Fund.

Keyphone. The press-button age.



Press-button efficiency has spread right through the business world.

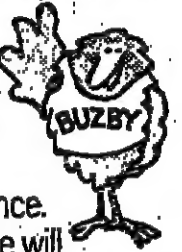
Calculators, teleprinters and computers all have made business life quicker and more efficient.

Now, the Keyphone brings press-button efficiency to the telephone by letting you key the numbers you are calling swiftly and easily.

Key the number into the Keyphone and it will do the rest.

In fact, the more your business uses the telephone, the more you'll appreciate the Keyphone's convenience.

The local Telephone Sales Office will be pleased to supply details.



Post Office Telecommunications

MILITARY GUILD

The battles, the men, the machines... war in all its fascinating aspects in splendid books like these.

Unlike many other book clubs, the Military Guild offers you a system that lets you pace your reading to suit yourself. Here's how it works. At approximately three-monthly intervals you receive the Guild's free magazine, packed with lively reviews of over fifty current books on a wide range of military subjects and other titles of general interest, too. All are offered at substantial Guild savings. Never less than 25%—often as much as 50% off publishers' prices!

The splendid books shown here are typical of the reading you'll enjoy as a member. Take any three for just £1 (plus 70p post and packing) as a truly generous introduction. No obligation—just return them if you decide not to join.

Your only commitment is to choose one book from each of the first four magazines you receive.

Your assurance of satisfaction. Should any difficulties arise or if you have cause for complaint, please write to: Book Club Associates, P.O. Box 1, Swindon, SN3 3LD.

To: Military Guild, P.O. Box 18, Swindon, SN1 5AX.

Please accept my application to enrol as a member of Military Guild and send me the three introductory books whose numbers I have printed in the boxes provided. For these you will charge me just £1, plus 70p post and packing. If not satisfied, I may return the books within 10 days thus cancelling my membership and I will owe nothing. I agree to take at least one book from each of the first four issues of the Guild's free magazine. I am over 18 years of age.

Mr/Mrs/Miss BLOCK LETTERS

Address

Postcode

Offer limited to one per household. T710



OVERSEAS

Carter plan proposes sweeping changes in US electoral laws

From Patrick Brogan
Washington, March 22

The American Government today announced proposals for a reform of the electoral laws. These would make registration to vote far easier, would abolish the electoral college system and provide for financing congressional elections out of public funds.

In a message to Congress, prepared with the assistance of congressional leaders, President Carter also recommends simplification of the existing laws on the public financing of presidential elections and an amendment to the Hatch Act, which now forbids civil servants from taking part in politics.

The most important of these reforms, and the one which will be most difficult to get through Congress, is the proposal that the Government should pay for the elections of senators and representatives. Paying for presidential elections this way was the most important reform resulting from the Watergate affair, but congressmen succeeded in preventing any such reform of their own elections. The present system enormously favours incumbents who find it far easier to raise money to defend their seats than unknown rivals do to challenge them.

The same coalition which defeated reform two years ago will be mustered again this time. President Ford, a former congressman himself, did not support the proposal and the addition of the weight of the presidency to the reform movement will undoubtedly help the cause now.

Proposals to reform the system of presidential election have been common since the earliest days of the republic. Under the constitution, voters choose electors who in turn vote for the President. The idea was

that the wisest would be chosen to select the best man for the presidency, but in fact the system never worked, even in the days of George Washington. On three occasions in the nineteenth century the candidate with most popular votes was defeated by a rival who accumulated more electoral votes and the same result has been narrowly avoided several times recently—including last November. If Mr Ford had carried Ohio and Hawaii, and he was only about 12,000 votes short of doing so, he would have won the election and would still be President, even though Mr Carter won nearly two million votes more than he did.

This is because the candidate with the most popular votes in a particular state takes every electoral college vote there. The constitution deliberately gives a considerable advantage to states with small populations (states get one electoral vote for every senator and congressman, which gives Alaska three votes for 88,000 voters and California 45 for eight million).

Now Mr Carter proposes that future presidents should be elected directly, and without any weighting towards small states. This will need a constitutional amendment. It should get the two-thirds majorities needed in both houses, and two thirds of the states needed for ratification, but the process will obviously be protracted.

The President has submitted a Bill to Congress which would allow voters to register, if necessary, at the polling booths. This is a system working in four states, where voters turn out ranges between 65 and 77 per cent, compared with a national average of about 55 per cent.

The President has submitted a Bill to Congress which would allow voters to register, if necessary, at the polling booths. This is a system working in four states, where voters turn out ranges between 65 and 77 per cent, compared with a national average of about 55 per cent.

The President has submitted a Bill to Congress which would allow voters to register, if necessary, at the polling booths. This is a system working in four states, where voters turn out ranges between 65 and 77 per cent, compared with a national average of about 55 per cent.

About-turn in Moscow opinion of Mrs Gandhi

Moscow, March 22—The Soviet Government newspaper Izvestia today attributed Mrs Gandhi's election defeat to "mistakes and excesses" committed after the introduction of the state of emergency in India two years ago.

In a report from Delhi it also blamed the Congress Party for what it called refusal to cooperate in most Indian states in the election campaign. Mrs Gandhi had enjoyed consistent support from the Soviet press during the election campaign. Last week, for instance, the party daily Pravda, said her Government was supported by "the imposing successes India has achieved in the years of independence and especially of late".

This criticism of the way laws were enforced during the state of emergency was the first observers could recall seeing in the Soviet press. Mrs Gandhi's emergency measures were previously approved and welcomed here.

Always portrayed here as one of the Third World leaders closest to the Kremlin, Mrs Gandhi had enjoyed consistent support from the Soviet press during the election campaign. Last week, for instance, the party daily Pravda, said her Government was supported by "the imposing successes India has achieved in the years of independence and especially of late".

Belgrade, Yugoslavia's leaders were said to be perturbed at the defeat of the Congress Party which helped to found the non-aligned movement 16 years ago.

In two months President Tito has seen his ally, President Sadat of Egypt, threatened by riots blamed on Communists, and now Mrs Gandhi thrown out of office, while the Soviet Union has been embarking on a diplomatic thrust in central and southern Africa.

The non-aligned movement and possibly Yugoslavia's international tactics, could be profoundly modified if American influence, already established in Egypt, were to return to India. All newspapers in Pakistan carried the news with bold headlines.



A sad smile from Mrs Gandhi as she arrived for a Congress Party meeting yesterday.

Gandhi comeback forecast

Continued from page 1
The break with the Nehru family—even in Delhi where the people elected only Janata candidates. There is anxiety about what kind of government the Janata party under the 82-year-old Mr Morarji Desai could provide. People seem eager to put the blame on Mrs Gandhi's coterie of ministers and hangers-on and on her son Mr Sanjay Gandhi. She is now paying for their excesses, they say.

Mr Sanjay Gandhi, today announced he is quitting active politics and intends to devote himself to what he called "quiet constructive work". He added that he was "sorry if what I did in my personal capacity has recoiled on my mother, whose life has been spent in selfless service".

In a statement issued a few hours after her resignation, Mrs Gandhi conveyed her good wishes to the incoming government, promising "constructive

cooperation" in common national tasks. The collective judgment of the Indian people must be respected, she declared. "My colleagues and I accept their verdict unreservedly and in a spirit of humility."

"As I take leave of you as Prime Minister, I should like to express my gratitude to the millions of men, women and children who have given me their trust, cooperation and even deep affection over the years. My love and concern for the welfare of every section of the people remain unchanged. The sense of her lesser resignation had been brief: "Beloved President, Consequent on the announcement of the results of the general elections, I tender my own resignation and the resignations of the Council of Ministers. I am grateful to you for the consideration you have consistently shown to me and my colleagues. Yours sincerely, Indira Gandhi."

The President in an even tighter-lipped reply only thanked Mrs Gandhi "for the services rendered to the nation by her and her ministers."

By this afternoon the Janata (People's) Party had secured,

with its Congress for Democracy ally, 293 seats in the new 542 Lok Sabha (Lower House) with its Marxist-Communist election allies bringing in another 22 seats. Support is also promised from half a dozen small opposition groups. Congress trailed with only 145 seats.

The departure from office of Mrs Gandhi raised insistently today the question of what had gone so disastrously wrong in that relationship with the Indian people which she inherited from her father and re-born for herself alone in the so-called "Indira wave" election of 1971. The facts were unavoidable. As a final, cruel blow today, the returns from the Congress bastion state of Uttar Pradesh came in, showing all 85 seats had gone to Janata.

In one word, what had gone wrong was the emergency. The emergency meant the arrogation of brutality and corruption of officials and police. Not only did it debauch India's love of democracy, but rampant favouritism bankrupted Mrs Gandhi's socialist pretensions.

Independent Djibouti keeps French troops

From Paul Martin
Paris, March 22

France will maintain her naval base and Foreign Legion forces in Djibouti after granting independence to the strategic territory at the mouth of the Red Sea in June. This French presence, which is the only remaining Western hold in the Soviet-influenced Horn of Africa, is understood to have been one of the key elements in the successful independence talks just completed in Paris.

The talks, between the French Government and representatives of the Territory of Afars and Issas, resulted in an agreement to hold legislative elections in May, to be followed by the independence proclamation a month later. The future of the territory and the role France will play have been of great concern to pro-Western countries in the area—foremost among them Saudi Arabia—which fear the spread of Soviet influence.

During President Giscard d'Estaing's state visit to Saudi Arabia earlier this year France's intentions in Djibouti were closely questioned by the Saudi leaders. The French President was then understood to have given an assurance that France would work for a smooth transition in Djibouti but would not abandon its military "obligations" in the territory.

Taiiz, North Yemen, March 22—Four Red Sea heads of state opened discussions here today with the aim of ensuring peace in the Red Sea area.

President Salem Robaye Ali of South Yemen, told the press: "We must make the Red Sea into a region of peace. The states bordering on the Red Sea are anxious to preserve security so that neither

imperialism nor Zionism can get control of this region."

Meeting in the large town of Taiiz, 120 miles south of the capital, Sanaa, were Mr Gasfar Nimr, President of Sudan, Mr Robaye Ali, General Muhammad Siad Barre, the Somali leader, and Mr Ibrahim Ahamdi, the host head of state.

There was no explanation of an announcement in Sanaa earlier today that General Siad Barre would not be taking part in the coming summit will be discussing the coming independence of Djibouti to which Somalia has long laid claims.

However, Somalia's presence at the summit must also be viewed in the light of North Yemen's political closeness to its Eritrean neighbour Saudi Arabia, and Sudan's increasing conservatism.

Both President Robaye Ali's statement and a warning from Mr Abdullah al-Asnaji, North Yemeni Foreign Minister, before the conference began were for the benefit of Ethiopia which has recently shown concern about Arab control of the Red Sea, observers said.

"The Red Sea is Arab", Mr al-Asnaji said. However, he added: "That is not directed against any state and North Yemen will not be the theatre for international conflicts." Today's summit opened at a time when the whole area is tense. Relations between Ethiopia's military rulers and the Eritrean breakaway Eritrean province, have become increasingly worse. The coming independence of Djibouti, a strategic link between Ethiopia's life-line to the sea along the rail link to Djibouti—Agence France-Press.

Lone anti-royalist unable to catch Queen's eye

Adelaide, March 22—A demonstrator staged a one-man republican protest here today during a function attended by the Queen. Waving a flag and shouting anti-royalist slogans, he got to within 20 yards of her before being subdued by police.

Mr Don Dunsan, the South Australian state Premier, who was making a speech, glanced briefly at the demonstrator. The Queen ignored him, and the Duke of Edinburgh smiled.

Before the Queen arrived to open part of the Adelaide Festival Centre, a larger demonstration took place involving about fifty people. They were protesting that a sculpture designed by a West German, which is on permanent display at the centre, should have been the work of a local artist. The protest did not affect the official ceremony.

At the opening, the Queen made the only official address of her Adelaide tour, noting the impressive growth of the city since her last visit 14 years ago. She later attended a state reception in the Festival Theatre. She and her husband are due to leave for Port Moresby in Papua New Guinea tomorrow.

Secretary of State Mr Gough Whitlam, the former Labour Prime Minister, told a state court in Sydney that he had never investigated press reports of a romantic attachment between his deputy, Dr Jim Cairns, and Miss Margaret Morosol, Dr Cairns's secretary.

Mr Whitlam, now leader of the Opposition, since his dismissal by the Governor-General, was giving evidence in a defamation action brought by Miss Morosol, aged 42. She is claiming damages from four Australian newspapers over a cartoon and nine articles which appeared in 1974 and 1975. Mirror Newspapers Ltd, which published the material, is defending the action.

"I was quite satisfied Dr Cairns was going to appoint Miss Morosol as his secretary because of her efficiency", Mr Whitlam said. But he admitted that the political scandal which arose over the appointment had damaged his Government. Mr Whitlam denied ever ordering Dr Cairns to dismiss Miss Morosol.—Reuters.

Argentine group's appeal for freeing of detainees

From Our Correspondent
Buenos Aires, March 22

An Argentine human rights group, including prominent politicians, churchmen, former parliamentarians, university professors and professional men, has appealed to President Videla to free all prisoners held without charges by the military government.

In a letter to the President published today, the Permanent Assembly for Human Rights also asked him to publish a list of all those held, indicating their places of detention, as "the only way of dissipating the painful and prolonged agony of thousands of families who do not know the whereabouts of their loved ones".

Since the military coup a year ago, the military Government has refused to state how many prisoners it is holding, citing reasons of military secrecy. The appeal to President Videla said the release of prisoners held without charges was a deeply rooted national aspiration expressed by all social classes.

three Roman Catholic bishops, a Methodist bishop and two former senators.

The Permanent Assembly for Human Rights, a group of prominent citizens established last December, is clearly concerned with attempting to trace the hundreds, perhaps thousands, of people who have disappeared during the past year after being abducted from their homes or in the streets by groups of armed men identifying themselves as members of the armed forces.

Some members of the group claim that many thousands of Argentines have disappeared in this way, but so far they say they have lists of only 600 fully documented cases. The group employs some 15 lawyers to try to trace what it calls *los desaparecidos* (the disappeared ones) through petitions to military and government authorities. Habeas corpus pleas have been published in some Buenos Aires newspapers, but according to informed sources, the newspapers concerned have now been told by the Government to stop publishing the lists, and they have stopped appearing during the past week.

Israeli riddle of actor and general's Ecuador role

From Eric Marsden
Jerusalem, March 22

Israelis were faced at their breakfast tables with the riddle of what the actor Haim Topol was doing in Ecuador in company with "Gandhi".

Front-page report in the independent daily Haaretz claimed that Mr Topol had arrived in Quito with his friend Major-General Rehavav Zeevi and two other unnamed Israelis and that they had offered to supply the Ecuador Government with sophisticated equipment and advisory services on war against internal and other terrorist activities.

This had been disclosed, it said, in a report to Jerusalem by Mr Sima Ronen, the Israeli ambassador. General Zeevi, popularly known as "Gandhi" in Israel because of a youthful addiction to the Dhoti, was until recently adviser to the Israeli Prime Minister on counter-terrorism.

Prime Minister's office confirmed that it had received a report that General Zeevi, Mr Topol and their friends had arrived in Ecuador without the embassy's knowledge and had told an Ecuador minister they were owners of a private company for supplying equipment

and counsel on fighting terrorism.

The report added that the minister was aware that General Zeevi had been the Israeli Prime Minister's adviser on counter-terrorism, and had asked the ambassador about the general and Mr Topol.

On consulting Jerusalem for instructions, the ambassador was told to inform the Ecuador minister that they were "private persons". Brigadier-General Ephraim Piron, the Prime Minister's military secretary, was asked to comment by Haaretz. He said that General Zeevi was on leave after giving up his post as adviser on fighting terrorism but was still receiving his state salary. Officials were unable to explain Mr Topol's role.

The Israeli Government was recently rebuffed in its attempt to sell 24 of its home-made Kfir interceptors to Ecuador. The United States Government vetoed the deal on the ground that it re-exported American technology to a country which the United States does not wish to have supplied with advanced weapons. Israel is seeking alternative markets for the Kfir.

Drought action in China

Hongkong, March 22—Millions of people have been mobilized to work on the effects of serious drought in China, provincial radio stations disclosed last night—Agence France-Press.

£9m for Jordan

Amman, March 22—Britain will grant Jordan a £9m credit under an agreement signed here. It will be used towards financing several projects in the Jordanian five-year plan ending in 1980.

Critical test over South Africa

From Peter Strafford
New York, March 22

The Security Council began a debate last night which is regarded as a critical test of the new American policy towards Africa. The subject was South Africa, and the African countries made it clear that they would be pressing for a sign of a shift in the position the Americans have taken at the United Nations in the past.

Mr Leslie Harriman, the Nigerian representative, who is chairman of the African group at the United Nations, called on the United States, Britain and France not to repeat the vetoes which, he said, had protected the South African regime. Effective measures were needed, he said, to deal with the grave situation in South Africa.

All the ingredients which were needed for change in Southern Africa were there, Mr Harriman said. Those who have helped and continue to assist the liberation process in Africa are automatically friends of Africa. The corollary is also valid. Those who do not are not.

demand they have made in the past for the declaration of a mandatory arms embargo, which has been vetoed more than once by the three western powers, and pointed out that the General Assembly had called for the passing of such a resolution by the Security Council.

But though the Africans have announced that they intend to present four resolutions before the Council, none had been tabled as the debate opened. The expectation was that negotiations would go on behind the scenes in an attempt to resolve differences.

At the centre of it all is Mr Andrew Young, the new American representative, who is himself black and has a close rapport with President Carter. Mr Young has in the past made clear his support for the aspirations of blacks in Southern Africa but it remains to be seen how far he is restricted by instructions from Washington.

Not the least of the complexities is the fact that both Britain and France would be reluctant to see the adoption of a mandatory arms embargo. Britain has always regarded such a measure as the first step towards economic sanctions,

Korchnoi defeats Petrosian to take chess lead

Lucca, March 22—Viktor Korchnoi, the émigré Russian grandmaster, today won the 12th game in his world chess championship quarter-final against Tigran Petrosian, the Soviet former world champion.

With only four games left to play in the 12-game match, Korchnoi now leads by a point in Rotterdam. Lajos Portisch of Hungary beat Bent Larsen of Denmark to take a 3-3 lead.

In Lucerne, Lev Polugaevsky of the Soviet Union and Henrique Mecking of Brazil drew their ninth game. In Reykjavik, Boris Spassky of the Soviet former world champion, and Vlastimil Hort of Czechoslovakia were level after 10 games, Hort having won the tenth game on Sunday.—Reuters.

Bail declined

King William's Town, South Africa, March 22—Mr Steve Biko, the honorary president of the Black People's Convention, declined bail today after appearing in a court here on charges of defaming the ends of justice.

Deposed leader 'admits Congo coup attempt'

Yaoundé, Cameroun, March 22—Mr Alphonse Massamba-Debat, the former Congolese President, had admitted involvement in the assassination last Friday of Major Marlean Nguabiti, the head of state, Brazzaville Radio, monitored here, reported.

A communiqué from the provisional military committee ruling Congo since the killing, said that Mr Massamba-Debat, who was overthrown by the army in 1968, had formed a government in advance and already selected a new army chief of staff.

Mr Vorster in new talks on press bill

From Our Correspondent
Cape Town, March 22
Leaders of the South African newspaper industry met Mr Vorster, the Prime Minister, for discussions on the Newspaper Bill again today. They agreed to continue the talks tomorrow.

The Newspaper Bill, due for its second reading in the House of Assembly on Thursday, provides for a state-drafted code of conduct and a largely state-appointed press council with powers to fine journalists and close newspapers for unspecified periods.

Dear People of Goodwill,
"We appeal to you at one of the major points in the history of the Jews of Russia. During the last few months we have seen an escalation in the growing stream of harassments against Jews, beatings up, suppression of our culture, mass arrests, intimidation in all provincial towns, and all around us we can hear murmurs of this anti-Jewish feeling in newspapers and television, streets, shops, buses, metro and in the schools where our children are pupils. On March 4th the official Soviet newspaper IZVESTIA published an article alleging that leaders of Soviet Jewry had committed treason—the ultimate in trumped-up charges. On that same day the signatories homes were ransacked: every personal paper was confiscated. Please write to us as we now no longer have the addresses of our friends. Today every Jew in the Soviet Union is a potential victim. In this dangerous moment in our lives we want you to know that no treachery, no threats, no slander, no libel can intimidate us. We shall do everything in our power to restore and maintain the honour and dignity of our people."

Signed:

Iosif Beilin, Bolshaya Cherkisovskaya 6/4, Apt. 53, Moscow.
Anatoly Sharansky, Moskovskaya Oblast Istra, Ko-operativnaya ul. 8, Apt. 4, Moscow.
Mikhail Kremen, ul. Molostovikh 11/2, Apt. 64, Moscow.
Boris Chernobilsky, Uralskaya 6/3, Apt. 25, Moscow.
Vladimir Slepak, ul. Gorkogo 15, Apt. 77.
Ida Nudel, ul. Yunikh Lenintsev 79/6, Apt. 28, Moscow.
Alexander Lerner, ul. Dmitria Ulyanova 4/2, Apt. 322, Moscow.
Plus 243 others.

The above are extracts from two letters telephoned from Moscow on Sunday, March 13th 1977.

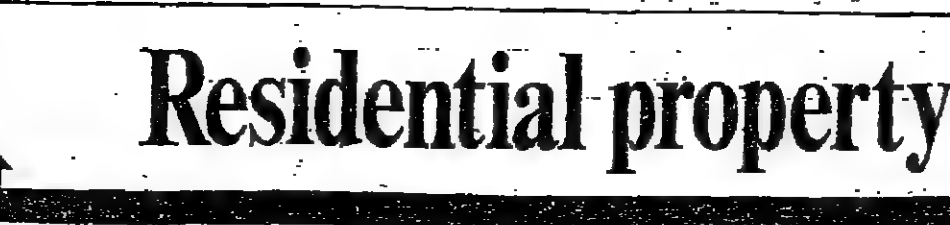
Cable received 15.3.77

GREATEST FEARS REALISED STOP SHARANSKY ARRESTED STOP NOW AT LEFORTOVO PRISON MOSCOW STOP FAMILY INFORMED KGB INVESTIGATING SHARANSKY FOR CRIMES AGAINST STATE STOP HELP PLEASE!

مكتبة الناصر



هكذا من الأحرار



BERNARD THORPE & PARTNERS

LATHERON—CAITHNESS
SUBSTANTIAL GEORGIAN HOUSE. Previously used as a hotel. Could readily be re-instated as a private home. Fire certificate.
22 acres of ground. Price £245,000.
EDINBURGH OFFICE: 46a George Street. Tel: 031-226 4484.

NEWBYTH—EAST LOTHIAN
GOTHIC STYLE GEORGIAN MANSION converted into seven flats, only two remain. Enjoying a beautiful situation amid parkland, the flats are finished to the highest standards including period fittings.
Prices £19,500 and £22,000 with garaging.
EDINBURGH OFFICE: 46a George Street. Tel: 031-226 4484.

CAITHNESS
RESIDENTIAL ESTATE OF 1,800 ACRES including a substantial home completely modernised and carefully maintained. Brown trout fishing, sea fishing, grouse and duck shooting.
Excellent potential as a hotel.
EDINBURGH OFFICE: 46a George Street. Tel: 031-226 4484.

ROYAL TUNBRIDGE WELLS
Between Tunbridge Wells and Tonbridge with panoramic views.
A TUDOR STYLE CHARACTER RESIDENCE detached and in immaculate condition with views over farmland and convenient for main line station to London.
Entrance hall, cloakroom, utility room, kitchen, 3 bedrooms, 2 bathrooms. Central heating. Double garage, 30 ft. heated swimming pool. Attractive garden.
Price £25,000.
H.T.2314
TUNBRIDGE WELLS OFFICE: 49 High Street. Tel: 0892 26472.

MAYFIELD—SUSSEX
Set in an idyllic situation approached by private road, yet convenient for the shops in this favourite village.
A FINE COUNTRY HOUSE.
Entrance hall, sitting room, study, cloakroom, utility room, breakfast room, kitchen, 3 bedrooms, 2 bathrooms. In-law suite comprising sitting room, dining room, 3 bedrooms, bathroom, kitchen.
Central heating in both.
Outbuildings, garden, grounds and paddocks. In all about 3 acres. Price £25,000.
H.T.2207
TUNBRIDGE WELLS OFFICE: 49 High Street. Tel: 0892 26472.

NR. RAMSBURY—WILTSHIRE
Lambourn 4 miles, Hungerford 8 miles, London 70 miles (M4, 5 miles).
THATCHED COTTAGE STYLE COUNTRY HOME.
2 reception rooms, kitchen, utility room, 2 bedrooms, 2 bathrooms. Double garage and stabling.
One-sixth of an acre.
Offers in the region of £27,000.
HEAD OFFICE: as below, or STOW-ON-THE-WOLD OFFICE, Sheep St. Tel: 0451 30731.

AVON/WILTSHIRE BORDER
Bath 5 miles, Bradford-on-Avon 5 miles.
A FINE DETACHED FAMILY RESIDENCE in park like setting of about 3 acres with fine South facing views towards Salisbury Plain.
Large entrance hall, drawing room, dining room, study, playroom, modern kitchen and breakfast room, utility room, 6/7 bedrooms, 3 bathrooms.
Oil-fired central heating.
Staff/granny flat with separate entrance.
Garden cottage and coach house.
Hard tennis court. Large garden and paddocks.
Offers in excess of £85,000.
BATH OFFICE: 3 York Buildings, George Street. Tel: 0225 82666.

SUSSEX/KENT BORDERS
East Grinstead 3 miles, Tunbridge Wells 12 miles, London 32 miles.
COMPACT SMALL STUD.
Stable flat at present providing hall, living room, kitchen, 4 bedrooms and bathroom, but thought suitable for enlargement to a superior South facing dwelling.
Footing unit, 2 loose boxes, stallion box and blacksmith's shop.
Auction at an early date as a whole or in lots.
HEAD OFFICE: as below, or TUNBRIDGE WELLS OFFICE: Fiveways. Tel: 0892 30176, or HEAD OFFICE: as below.

STANFORD ON AVON
NEAR RUGBY
Freehold £25,000.
FRANK REATH ASS. CO. LTD.
Tel: 01-844 0107/2 and 01-262 7856

ROYAL TUNBRIDGE WELLS
In a private park in the centre of town. A DECIMUS BURTON DESIGN CHARACTER RESIDENCE.
Entrance hall, drawing room, sitting room, dining room, kitchen, cloakroom, 5 bedrooms, 3 bathrooms, kitchen, utility, bathroom. Central heating. Secured garden.
Price £55,000.
H.T.2132
TUNBRIDGE WELLS OFFICE: 49 High Street. Tel: 0892 26472.

NORTH COTSWOLDS
Stow-on-the-Wold 6 miles, Moreton-in-Marsh 8 miles, London 90 miles.
CHARMING VILLAGE HOUSE OF CHARACTER. Situated in favoured position in the Heythrop Hunt.
Entrance hall, 3 reception rooms, domestic offices, 4 bedrooms, bathroom. Oil-fired central heating.
Garage/stable block. Useful outbuildings. Walled garden. Orchard and paddocks.
About 3 1/2 acres. Offers around £40,000.
HEAD OFFICE: as below, or STOW-ON-THE-WOLD OFFICE: Sheep Street. Tel: 0451 30731.

HAMPSHIRE—WEST MEON
Alton 8 miles, Winchester 9 miles, London 60 miles.
A WELL APPOINTED MODERN HOUSE.
Hall, cloakroom, 2 reception rooms, kitchen, 5 bedrooms, bath and shower rooms. Oil central heating.
Integral garage and good range of stabling. Pleasant garden and five paddocks.
In all about 8 1/2 acres. Offers in excess of £47,000.
Joint Sole Agents: BERNARD THORPE & PARTNERS: HEAD OFFICE as below, or MARTIN & STRATFORD, 70 High Street, Alton, Hants. Tel: Alton 84402.

URGENTLY REQUIRED BY RETAINING CLIENTS

GLOS., WILTS., OR OXON
Medium sized country estate preferably with small Georgian mansion in park-like setting. 250-750 acres with vacant possession.
T.C.3695

KENT—WROTHAM/WESTERHAM AREA
Period house of character with 2/3 reception, 4/5 bedrooms, 2 bathrooms. Stabling and paddocks. 3-30 acres.
T.C.2493

KENT OR SUSSEX—15 MILES FROM COAST
Tudor/Elizabethan timbered house with 2/3 reception, 4/5 bedrooms, 2 bathrooms. In mature grounds in a rural position.
T.C.3578

GLOS.—STOW-ON-THE-WOLD AREA
A compact period house, 3 reception rooms, 4/5 bedrooms, 2 bathrooms. Pleasant garden, outbuildings for conversion to kennels. 3-15 acres.
T.C.3596

NO COMMISSION REQUIRED FROM VENDORS AND PROPERTIES NOT ON THE PUBLIC MARKET WILL BE TREATED IN THE STRICTEST CONFIDENCE.
Please contact in the first instance Mr. John Lloyd at:
HEAD OFFICE: as below.

KENT
Tenterden 5 miles, Ashford 17 miles, London 59 miles.
AN ATTRACTIVE COUNTRY HOUSE in a fine elevated position.
Entrance hall, dining room, drawing room, kitchen/breakfast room, sun lounge, 4 bedrooms, bathroom. Central heating. Garage, garden, paddocks.
In all about 2 1/2 acres. Offers invited in the region of £25,000.
TUNBRIDGE WELLS OFFICE: Fiveways. Tel: 0892 30176, or HEAD OFFICE: as below.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—GLENCOE AREA
Sited in an area of great scenic beauty which enjoys unparalleled views over Loch Lomond.
MOST ATTRACTIVE STONE BUILT FAMILY HOME, fully modernised and well maintained.
Lounge, dining room, kitchen with utility room, cloakroom, 4 double bedrooms, one with bathroom en suite, second bathroom. Central heating.
1 acre garden. Large double garage.
Offers over £29,500.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

KENT
Tenterden 5 miles, Rye 5 miles, London 59 miles.
PAIR OF COTTAGES in rural position. Each containing hall, 2 reception, kitchen, 3 bedrooms. Garden and paddock.
In all 6 acres. T.C.2486/2
Offers in excess of £18,000.
HEAD OFFICE: as below.

ROYAL TUNBRIDGE WELLS
Close to common and easy walk of Main Line Station and shops.
A PLEASANT DETACHED HOUSE in a pleasant residential neighbourhood.
Entrance hall, L-shaped living room, sun lounge, cloakroom, kitchen/breakfast room, utility room, 4 bedrooms, 2 bathrooms. Central heating. Double garage. Attractive garden.
Price £38,000.
H.T.2445
TUNBRIDGE WELLS OFFICE: 49 High Street. Tel: 0892 26472.

WILTS/DORSET BORDER
Shaftesbury 8 miles, Salisbury 16 miles, London 97 miles. Situated on the edge of a pleasant village and with excellent road and rail facilities.
A VALUABLE AGRICULTURAL RESIDENTIAL AND EQUESTRIAN PROPERTY.
Pleasant South facing family house. Hall, cloakroom, 2/3 reception rooms, kitchen, utility, 3/4 bedrooms, 2 bathrooms. Easily maintained garden.
Staff/guest bungalow. Excellent indoor riding school. Extensive range of 22 loose boxes. Valuable raised paddocks.
In all about 13 acres. Offers invited for the freehold.
HEAD OFFICE: as below, or STOW-ON-THE-WOLD OFFICE: Sheep Street. Tel: 0451 30731.

URGENTLY REQUIRED BY RETAINING CLIENTS

GLOS., WILTS., OR OXON
Medium sized country estate preferably with small Georgian mansion in park-like setting. 250-750 acres with vacant possession.
T.C.3695

KENT—WROTHAM/WESTERHAM AREA
Period house of character with 2/3 reception, 4/5 bedrooms, 2 bathrooms. Stabling and paddocks. 3-30 acres.
T.C.2493

KENT OR SUSSEX—15 MILES FROM COAST
Tudor/Elizabethan timbered house with 2/3 reception, 4/5 bedrooms, 2 bathrooms. In mature grounds in a rural position.
T.C.3578

GLOS.—STOW-ON-THE-WOLD AREA
A compact period house, 3 reception rooms, 4/5 bedrooms, 2 bathrooms. Pleasant garden, outbuildings for conversion to kennels. 3-15 acres.
T.C.3596

NO COMMISSION REQUIRED FROM VENDORS AND PROPERTIES NOT ON THE PUBLIC MARKET WILL BE TREATED IN THE STRICTEST CONFIDENCE.
Please contact in the first instance Mr. John Lloyd at:
HEAD OFFICE: as below.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—GLENCOE AREA
Sited in an area of great scenic beauty which enjoys unparalleled views over Loch Lomond.
MOST ATTRACTIVE STONE BUILT FAMILY HOME, fully modernised and well maintained.
Lounge, dining room, kitchen with utility room, cloakroom, 4 double bedrooms, one with bathroom en suite, second bathroom. Central heating.
1 acre garden. Large double garage.
Offers over £29,500.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—GLENCOE AREA
Sited in an area of great scenic beauty which enjoys unparalleled views over Loch Lomond.
MOST ATTRACTIVE STONE BUILT FAMILY HOME, fully modernised and well maintained.
Lounge, dining room, kitchen with utility room, cloakroom, 4 double bedrooms, one with bathroom en suite, second bathroom. Central heating.
1 acre garden. Large double garage.
Offers over £29,500.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

TROSTREY, NEAR USK
Newport 13 miles, Monmouth 12 miles.
STONE BUILT COTTAGE carefully modernised and with fine views.
2 reception rooms, cloakroom, kitchen, conservatory, 4 bedrooms, bathroom. Garage.
About 1 acre. Freehold £20,000.
MONMOUTH OFFICE: 1 Church Street. Tel: 0690 2987.

MONMOUTH
A FINE SPACIOUS RESIDENCE OF CHARACTER overlooking the River Wye.
Reception hall, 4 reception rooms, 2 kitchens and domestic offices, 5/6 bedrooms, 3 bathrooms.
Well cared for gardens and good pasture. Outbuildings. About 5 1/2 acres.
For sale by private treaty £54,000.
MONMOUTH OFFICE: 1 Church Street. Tel: 0690 2987.

ST. BRIAVELS
—GLOUCESTERSHIRE
In the heart of the Wye Valley.
A GENTLEMAN'S COUNTRY RESIDENCE of considerable character.
Entrance porch, 3 reception rooms, kitchen, utility rooms, 5 bedrooms, 2 bathrooms. Outbuildings. Approx. 8 1/2 acres.
Freehold £53,000.
Staff cottage available by negotiation if required.
MONMOUTH OFFICE: 1 Church Street. Tel: 0690 2987.

NEAR ROSS-ON-WYE
With particularly good views.
INDIVIDUAL AND ATTRACTIVE DETACHED RESIDENCE with about 1 acre of fine gardens.
Reception hall, large sitting room, kitchen, 4 bedrooms, 2 bathrooms. First floor study, attic room ideal for conversion.
Freehold, for sale by private treaty, £28,500.
MONMOUTH OFFICE: 1 Church Street. Tel: 0690 2987.

SURREY
In rural surroundings between Outwood, Salfrons and Horley.
A DELIGHTFUL PICTURESCAPE RESIDENCE in Tudor style and of exceptional charm and character. Ideal for the active, sport orientated family.
Entrance hall, cloakroom, beautiful beamed lounge with inglenook, study, dining room, kitchen/breakfast room, utility room, 2nd cloakroom, ground floor suite of bedroom and bathroom, 4 further bedrooms, 2nd bathroom.
Full central heating.
Double garage. Floodlit hard tennis court. Heated swimming pool. Badminton court. Attractive gardens extending to about 1 acre.
Price Freehold £52,000 for quick sale.
OXFORD OFFICE: Station Road West. Tel: Oxford 2376.

SENNY BRIDGE, NR. BRECON
Brecon Beacons National Park.
LWYNCHYNTYFAN MANOR.
A beautifully restored historic manor house. Banqueting hall, 3 reception rooms, modern kitchen, 10 bedrooms, 3 bathrooms.
Residential liquor licence. Would make an ideal hotel.
In all about 1 1/2 acres.
For sale freehold. Price £65,000.
HEREFORD OFFICE: Thorpe House, Broad Street. Tel: 0432 6202.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

SCOTLAND—AYRSHIRE
DELIGHTFUL STONE BUILT COTTAGE.
A rare opportunity to purchase this property in this quiet and secluded coastal village.
Recently extended and in immaculate condition the accommodation comprises lounge, 2 double bedrooms, kitchen, bathroom.
Car porch and patio facing the sea.
Offers over £19,000. Including a five berth caravan.
GLASGOW OFFICE: 37 Bath Street, Glasgow G1 1HW. Tel: 041-332 7344.

London & Suburban property

KENWOOD N.6
A Socialite's paradise. A grand home for living and entertaining. Suite of 4 reception, 7-8 beds., 3 baths., swimming pool, double garage, set in extensive grounds.

FREEHOLD £185,000
BENHAM & REEVES
01-435 9822

HAMPSTEAD HEATH, N.W.3
Within 200 yards of the station, in a quiet residential area, a detached house, offering excellent family accommodation. 4 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

SCOTLAND
EAST DORSET COAST
Scattered accessible moor. 4.5 acres property with a detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

MACDONALD AND SANDISON
Solicitors.
Telf. 0203-255.
(STD 0203) after 5 p.m. 0203-255.

ON THE NEW RIVER, W.1
A modern Georgian style house, 4 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

DEBENHAM TOWN & CHINCOCKS
A modern style 3 bedroom house, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

SOUTGATE, N.14
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

FLAT—IMPERIAL TOWERS, N.W.3
Second floor flat in an exclusive, modern building, 2 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

RICHMOND PARK
CLOSE TO PARK GATES
ROEHAMPTON
WITH SWIMMING POOL
Superbly appointed detached house with 4 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

ESTON MEWS NORTH, S.W.1
A very light and airy house in a quiet residential area, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

CHelsea
Close to Thames
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

MONTEAGUE SQUARE, W.1
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

GROSVENOR COURT
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

LOWDOWN LODGE
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

UNFURNISHED FLAT
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

WITHOUT PRETEND
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

ANTHONY BUTLEY
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

KENSINGTON & CHLSEA
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

RICHMOND HILL
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

JOHN GRANBY & CO.
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

DAUNTONS
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

TREVOR STREET, KINGSBRIDGE
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

D. FINO & CO.
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

LANCASHIRE GATE
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

FRITCHIE/GOLDERS GREEN
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

HAMPSTEAD BORDERS IN N.W.3
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

MAYFAIR
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

KENSINGTON
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

BAKER STREET
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

MARBLE ARCH
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

WIMBORNE SQUARE
A detached house, 3 bedrooms, 2 bathrooms, kitchen, utility room, sun lounge, double garage, 1/2 acre garden. Freehold. Price £25,000. Sole Agents.

PROPERTY also on page 14

ENTERTAINMENTS

When telephoning use prefix 01 only outside London Metropolitan Area.

OPERA & BALLET

COVENT GARDEN, 240 1066 (Gardens)
 Covent Garden, 240 1066 (Gardens)
 Covent Garden, 240 1066 (Gardens)
 Covent Garden, 240 1066 (Gardens)

CONCERTS

QUEEN ELIZABETH HALL, 741 4745
 Queen Elizabeth Hall, 741 4745
 Queen Elizabeth Hall, 741 4745
 Queen Elizabeth Hall, 741 4745

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

ADOLPH THEATRE, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511
 Adolph Theatre, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THEATRES

SAVOY, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511
 Savoy, 01-496 7511

THE ARTS

Distillation of an era

This Brilliant Year
Royal Academy

Paddy Kitchen

"I don't think she cares for pictures, and she abominates a gallery or an exhibition," wrote Sir Henry Ponsonby of Queen Victoria. Paddy Kitchen, who has organized *This Brilliant Year*, an exhibition around the theme of Queen Victoria's 187 Golden Jubilee, includes this quotation in his catalogue and agrees that "Queen Victoria had no special fondness for Art". Nevertheless, she liked to encourage it in a general sort of way, and during her reign amassed a great number of portraits, paintings of state occasions and family gatherings, and other works. Thirty of these have been lent from the Royal Collection, some to be seen in public for the first time, and form the backbone of Mass's distillation of an era.

Winterhalter was his favourite court painter, his smooth, polished versions of that turbulent family exactly matching Victoria's view of how things should appear. To look at her demurely building the young Prince of Wales's hand in 1846, you would never dream that Annette, Crosbie and Timothy West would one day make Sunday tea times rattling with the sound of warring Saxons. Coburgs. The roses planned in Victoria's hair and at her breast, plucked from a branch of the tree of life, are echoed in the innocent rosebud mouths of herself and her son.

If ever television had an effect on one's responses to another medium, it is when regarding these royal pictures. It has not, strangely, made them seem more stiff or sanctimonious, but rather has added a vulnerability. Annette Crosbie's Victoria is not, of course, any more "real" than Winterhalter's, but the information conveyed by the drama script (via the excellent biographies of Cecil Woodham-Smith and Elizabeth Longford) makes one look with added interest at, say, Victoria's monumental *Marriage of the Prince of Wales*, 10 March 1840. The painting took two years to complete, and the exhibition includes the album of 62 carte-de-visite photographs he used as



Prince Albert's favourite portrait of Queen Victoria, by Winterhalter

aid in painting the numerous direct and dignified. As an adjunct to the items directly connected with Victoria, Mass has assembled a selection of paintings from the large Golden Jubilee exhibition of contemporary art held in Manchester. It is a pertinent summary of Victorian preoccupations. *The Last Path*, Frederick Waller's first exhibited picture, shows a woman struggling through the snow with a baby in her arms. There is Herkynian, mechanically depicting "stress among the labouring classes" in *Hard Times*; Edwin Long displaying an assortment of old-fashioned maidens in *The Sublimity of the Past*; and Tice, extracting Ruskin's approval for his jewel-bright painting of the boy Thian. But the room is dominated by Charles Mitchell's dramatic *Exaltation*. With one arm flung heavenwards, and the other

clasping ropes of hair across her person, she appears to God, being most messily butchered. A splendid lady, she looks quite capable of both philosophic innovation and healthy adultery—which takes the spectator some distance from Queen Victoria's sphere of preference. That perhaps could be illustrated by another work by Dyce. Called *Neptune*, resigning to Britannia the Empire of the Sea, it is a preparatory (and unattractive) sketch for his fresco at Osborne, and was bought by Prince Albert as a gift for the Queen. Dyce reported that "Prince thought it rather rude; the Queen, however, said not at all." She was presumably quite undisturbed by undressed gods and mermaids just so long as Britannia was receiving such a sensible gift.



The end of the opera: Wolfgang Schöne is the man in black

Henze on the Manon Lescaut story

Boulevard Solitude
Theatre Royal,
Glasgow

William Mann

Scottish Opera are now established annual visitors to the Württemberg State Opera in Stuttgart. This week, for the first time, the operatic traffic has been in both directions. On Monday the Stuttgart Opera arrived in Glasgow, while Scottish Opera is on tour, to give the first of two performances in the Theatre Royal of Hans-Werner Henze's *Boulevard Solitude*.

The choice of opera must seem a challenge, neither new nor yet familiar to most opera-goers. Doubtless it was selected because Scotland has long championed Henze's music, even to numerous local first performances; the premiere in Stuttgart of Henze's *Elegy for Young Lovers*, produced by the composer, was given by Scottish Opera. Stuttgart now returns the compliment with *Boulevard Solitude*.

It was Henze's first opera, based in 1952 at a time when he was working full-time in the theatre, learning his craft, borrowing heavily from every kind of musical language. *Boulevard Solitude* is an updated version of the Manon Lescaut story, the action carefully slotted into modern settings: a railway station, a university library, a dive-bar where heavy drugs are bought and used, to sensational and depressing effect. Henze's treatment is deepened by his stylization of forms, much ballet, songs in French and Latin as well as German, dance-music and pseudo-bit songs, slick rhymed verses, a veneer of high gloss.

The composer's production brings the action further up to the present, and the opera is a

data through Axel Manthey's costume design and combat jackets, jump-dancing, Cuban heels, a rock group. Rüdiger Wolbers's Des Grieux, sensitively and finely sung, might be seen anywhere in Western Europe these days (but would he make love wearing black Y-fronts?). Wolfgang Schöne's Lescaut is a perfect Elvis Presley coo, complete with much-combed DA haircut. Father Lilaque is bald, fat, and over-the-top, absurdly thin-voiced until Martin Fink decides to sing out in his normal tenor voice.

The dancing on stage, choreographed by Egon Madsen, at first in the railway station looks like a modern, later more artificial, especially in the closing scene where female prisoners, a Salvation Army band, characters from earlier scenes, all return to dance for Manon's departure. Then, finally, the prison walls are knocked down by black guerrillas—it is not easy to understand why, particularly since the libretto does not include this episode. Perhaps so, in a producer as Henze, it is hard to see how he could have done otherwise.

Sylvia Gesty's Manon is trim and determined, sometimes brilliant but occasionally untidy in her top register, a knowing heroine without a hint of sentimental innocence. The brave seeker after love drowned by the gold-digger. In the pit Dennis Russell Davies controls the orchestral music with tireless flair and impressive command of the splendid Stuttgart orchestra.

Clearly Stuttgart Opera must continue to make exchanges with Scottish Opera. Perhaps next time the exchange will bring something to Scotland no less special but rather more familiar in sound. A company so talented deserves full houses on its travels abroad.

Cole-Porter musical
for the Mermaid

Oh, Mr Porter, an original musical by Benny Green, with the music and lyrics of Cole Porter, opens at the Mermaid Theatre on April 27 with previews from April 21. The cast

includes: Jacqueline Clarke, Tudor Davies, Richard Denning, Graham James, Bill Kerr, Eleanor Macready, Kenneth Nelson, Su Pollard, Jeannette Ranger and Una Stubbs. The production is devised, directed and choreographed by Wendy Toye and designed by Alan Barrett.

The Amazons
Wimbledon

Ned Chaillet

In *The Amazons* the Actors Company have chosen for themselves a play which provides the chance to play-act, in a way which few plays nowadays admit. For these feminism-conscious days, they have chosen a play which affirms the eternal feminism, which argues, and demonstrates, that trousers do not a gentleman make and that however sporting, manly or rigorous an upbringing girls may have, in the end they are fated to be the loveliest, weakest, affectionate, chicken-hearted women.

Arthur Wing Pinero's forgotten comedy is meant as a romp for clowns, a chance for women to carry guns and parade in Norfolk jackets and ties, to lift weights and throw Indian clubs, while men gleefully helplessly from gymnasium ropes or flee in terror from the women's Castle Jordan presides over a great estate in Overcoat Park where she and her late husband have manfully reared their three daughters to be a punch-bag and Simon Cadell's hopelessly unattractive, French-dancing, nervous into a cuckoo to hide from the fearsome mother. Ralph Lyford as Litterly carries the burden of stability with fashionable ease.

English Bach Festival
Festival Hall

Properly speaking, the English Bach Festival does not start until the end of next month. Monday's concert was just an appetizing treat. Leonard Bernstein, the president of the festival, had come over to conduct music by his predecessor in the post, Claudio Monteverdi, as well as the *Magnificat* in D by the festival's patron saint. The two works by Stravinsky were *Les Noces* and the *Mass*, both choral pieces, both works of ritual solemnity but with a difference. The *Magnificat* was intended to be a village ceremony to the balletic stage whereas the *Mass* was meant for use in the church itself. It was one of the strengths of Mr Bernstein's performance that the difference came across clearly.

Patent and original, the *Mass* was allowed to move according to its own breath as a work for voices and wind instruments should. It was also good to hear the piece done as

Lady Noeline, played by Susan Edmonstone and known through most of the play as Noel, is "the pick of the litter", the tallest, the finest, the most, and she is made by a visit to London where, passing in man's clothes she gets into a fight and running away, faints into the arms of a man who turns out to be the Viscount Litterly, her cousin and the man who follows her back to Great Overcoat.

Her valiant sister, played by Cheryl Campbell and Helen Cresswell, has most of her own matches, all right, with a French count and the infirm Earl of Tweenways, though they joyfully cling to their boyish manner and manage to go on talking each other better for the longest time. "Mater" will hear nothing of it, but the sisters, undistinguished as they are in all but title, have the single character strength of persistence and, bowing through the undergrowth, they press their pleas for marriage. Because this is comedy and not farce it helps to know that everything goes well and that it sets better as the evening goes on and the clowning grows reckless. The last act finds Hugh Walters as the Earl being beaten by a punch-bag and Simon Cadell's hopelessly unattractive, French-dancing, nervous into a cuckoo to hide from the fearsome mother. Ralph Lyford as Litterly carries the burden of stability with fashionable ease.

Stravinsky preferred, with children's voices, especially when the Trinity Boys Choir was so confident and true. Their blend with a small group of adult voices was excellent, and the instrumentalists of the EBF orchestra were always able to make their points without insistence.

For *Les Noces*, of course, Mr Bernstein took on the full BFF burden and at the same time he added to his repertoire his powerful human dynamism. The rhythms of the *Mass* had been let to unfold as they would, in *Les Noces* they had to be stamped out, sometimes too heavily, so it seemed, for the percussion players. More rehearsal might have straightened out the few places of danger. I hope there will be time for that, before the piece, together with the *Mass*, is recorded for commercial release. One suspects that in a minute to ask four distinguished percussionists to submit to the ensemble mechanics of this music, even if the combined playing of Martha Argerich, Homero, Franceschi, Cyprien Katsaris and Krystian Zimerman was often excitingly alive.

Orfeo
Collegiate

Stanley Sadie

Kept Opera's production of *Orfeo*, first seen at the Bath Festival last year, makes no attempt to produce the magnificence of a Renaissance court entertainment: no present-day opera company, nor even the borough of Camden, can attempt to match the resources of the Canagga family. But Jonathan Miller's simple, beautifully unified production serves Monteverdi well. It treats the work as a pastoral idyll-cum-tragedy. For a backcloth he and the designer Bernard Cushev have had some Pousseaude landscapes lent by a modern artist, Daniel Leas; and, while another man's Pousseaude may not be everyone's meat, the effect is attractive and harmonious. In front of it the shepherds, spirits and others moved in a simple, graceful, carefully stylized manner. We may mourn the absence of splendour, deplore a simplicity that Striggio and Monteverdi could not conceivably have envisaged as partner to their poetry and music; yet the production left words and notes free to speak eloquently, Daniel Leas. They did. The first act, in particular, where the conductor Roger Norrington kept the music moving at a good pace, offered real enchantment, with the beautifully sprung rhythms and authoritative, rhythmic instrumental timbres, and the skilful singing.

With the onset of tragedy in Act II, however, the perfor-

mance came to more more slowly. That of course is proper, but possibly it was overdone; and a suspicion that Orpheus's flight was being visualised in terms more than aptly romantic could not be avoided. The suspicion was confirmed by Mr Norrington's surprising substitution, twice, of Monteverdi's most pathetic ritornello for the expressively more ambiguous one he actually asked for.

Yet so much was right and well judged that I should not complain too much. The ensemble of strings, recorders, cornets and sackbuts and various continuo instruments (harp, chitarrone, harpsichord, organ and a splendidly buzzing regal) was handled so as to serve the drama, not just to provide a gorgeous sonic backdrop. The ensemble singing was superbly good, in spirit, confident, masterly, intense as for example, "Ah, caso scabro".

As Orpheus, Peter Knapp sang poetically, especially at "Vi ricorda", and, notably in the long Act II monologue, with an easy fluency and a strong feeling for the music's declamatory passages. Yet even so clear a baritone is too weighty, particularly in the role of the "Pousseaude spirito", and in post-act two young British scholars have just established that it was composed for a tenor. Among many other distinguished smaller contributions, I would mention Rosalind Plowright's moving singing, of the comfort and clarity of the music's natural delivery of Prosper's music, Anne Ridler's lucid and stylish English text, was uniformly well enunciated.

London debuts

"Polish week" at the Wigmore Hall was the occasion for several unusually exciting debuts, including two by singers from the Lodz Opera. Andrzej Malinowski proved himself an excellent bass, commanding of presence and eloquent of voice. He does not have the round tones one associates with Slav basses; perhaps they are not yet developed with time. What he does possess is agility, the capacity to throw his voice out with full force or restrain it for lyrical expression. In the Death Scene from *Boris Godunov*, for example, he was able to project the Tsar's remorse as feelingly as his magnificent defiance. And he was equally at home in Schubert or Verdi.

Mr Malinowski's colleague, the soprano Bożena Porczyńska, was another versatile artist. Her programme ranged from a Baroque aria to extracts from *La Forza del destino* and *Guillemet rustica*, from songs by Schubert to others by Debussy, Ravel, Falla and Rachmaninov. It would be too much to say that everything she did was perfect; her command of foreign languages wavered, and sometimes her pitch did, too, when she was singing softly. But these were the faults of an artist who dared much and gave much pleasure. Her mezzo voice in the French and Spanish songs was enchanting, and her confident display of vocal and dramatic power in "Pace, pace, mio Dio" harked all reservations. Here she reminded me of Anja Silja, another singer who can turn from steel to melting

gentleness with exactly apt effect. The pianist Bronisława Kawala was a musician of a somewhat lesser order. Her technique was accomplished and complete, and she has courage in her musical convictions; but I found her style unnecessarily strident. Certainly her manner was difficult to accept in Bach, whose Goldberg Variations and Chromatic Fantasia and Fugue were too strident for her programme. Her canonic playing was sometimes tempestuous, clear but too furiously driven, and elsewhere she seemed intent on emphasizing harmonic oddity at the expense of line. Chromatic Fantasia proved more equal to her passion, though a more poetic touch would have been welcome on occasion.

Outside "Polish week" there was an encouraging debut by the Austrian violinist Roswitha Randacher. Perhaps she is not yet ready for the stresses of Bartók's solo sonata, even if she did reveal a good performance in an embryo. The rest of her programme, however, found her matching style to music with promising effectiveness. Mozart's Sonata in D was played gracefully and with a supple response to movement of phrase; the Debussy sonata was lightly done, with happy touches of brilliance; and Schubert's Duo in A received a generously expressive performance. Roman's piano playing made an important contribution.

Paul Griffiths

Some of the notices on this page are reprinted from yesterday's later editions.

ARABELLA-HOTEL
FRANKFURT
GERMANY

Regent School

LEARN GERMAN IN GERMANY
AT THE ARABELLA HOTEL

Study Business German in Germany for
 Beginners and Advanced Students
 Course I Arrival 24.1977 Crash Course
 Departure 9.4.1977
 Course II Arrival 10.4.1977 Business German
 Departure 16.4.1977

£192,-

This rate includes flight from London to Frankfurt
 return, transfer to hotel, accommodation in first
 class hotel (double room) with breakfast-buffet,
 use of swimming pool, sauna and German lessons
 taught by professional instructors from the
 Regent School (5 persons per course).
 *single supplement £30,- per room.

For bookings and further information
 please contact
 Regent Travel Service Attn. Mr. Woerndt
 15 Orchard Street
 London W1 Tel. 01-484-4593

A Special Loan Exhibition from the Museums
of Cologne at The National GalleryLate Gothic Art from
Cologne

Painting, sculpture, textiles, manuscripts,
 stained glass
 Opens 5th April
 Daily 10-6 Sundays 2-6 Admission free

CHIKAMATSU
MONOGATARI

THE JAPANESE CLASSIC TALE
 OF PASSION, ADULTERY... AND CRUELTY

From Thursday
 10-12.30. Tickets £2.50. £1.50. 75p. 50p.

IRAQI CULTURAL CENTRE
EXHIBITION OF IRAQI
CONTEMPORARY ART

16 March-16 April
 IRAQI CULTURAL CENTRE GALLERY,
 177 Tottenham Court Road,
 London, W1.
 Open: Mon-Fri 10-7
 Sat 10-6 Sun 11-6
 ADMISSION FREE

The Times
Special Reports

All the subject matter
 on all the
 subjects that matter.

Britain's trade, and the Arab blacklist

Few people in Britain realize the extent to which British companies, involved in the vital export market, are being subjugated by the pressure of partition.

The Government's claim that official action against the boycott would be contrary to international practice is simply untrue.

Our chance to stem the floodtide of state control

Already we know that much more than half of the country's economic activity is generated or directly controlled by the state, and the proportion continues to grow

The case for condemning

Malcolm Rifkind

The Times Diary

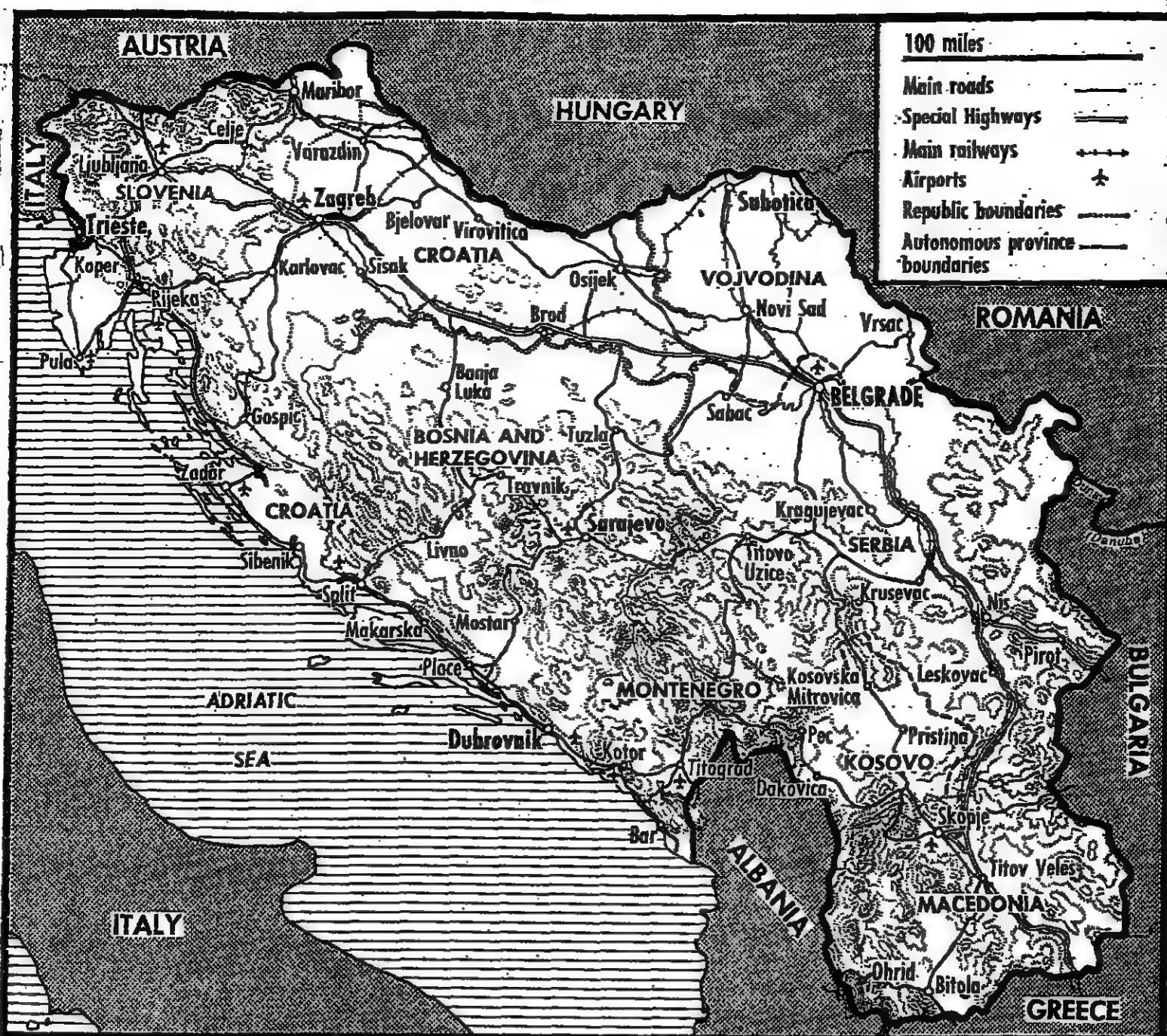
I hope he reads the small print

new road, asked for the allocation of the number A42 to be cancelled to show the proposed route had been abandoned. The Department of Transport and Berkshire County Council have agreed - and A42 is going nowhere again.

If it wants to avoid the charge of political bias, the BBC will have to change the hymn in today's Daily Service on Radio 4: "Come, Labour on".

PHS

YUGOSLAVIA



Discipline comes to aid of the party

by Dessi Trevisan

Five years ago when President Tito took the sledgehammer to crack liberalism, it seemed that Yugoslavia was heading back to the orthodox communist fold. With much sound and fury the League of Communists was reasserting authority over all aspects of life and not a single area of public activity—from the press to universities, literature, music, and even plastic arts—was left untouched.

The pessimists concluded that Yugoslavia was scrapping its existing experiment and returning to hard-fisted rule. The optimists said it was only a passing phase necessitated by economics rather than politics. In the end both proved wrong.

Yugoslavia did not revert to iron-fisted rule, nor was it only a matter of economic necessity. Yugoslavia was reversing the liberal trend which went too far and was threatening to disintegrate the party; measures were taken to ensure that the party should be strong and disciplined and able to cope with any storms.

But the basic postulates of Tito's unique socialism remain. The outcry against enemies of all colours and creeds has been toned down, that controls imposed on the cultural front have been slightly eased. But it is clear that President Tito feels that the hazards are too numerous to slacken the reins.

So he has opted for a strong Communist Party as a safeguard against a crisis during the transition which

to all intents and purposes, has already begun. As a result, all public criticism has ceased.

The press, which until a few years ago was the liveliest in this part of Europe, was made to conform. The film industry has returned to safe subjects of partisan battles when life was simpler and the good and the bad were clear cut.

The long-standing feud with Belgrade University professors and their colleagues in Zagreb known as the Praxis group was cut short. Professors were ousted from their teaching jobs and their two Marxists magazines ceased to exist. Marxism as a subject has been reintroduced in schools, but it is Marxism which enjoys official blessing and supports the party line.

He will be 85 in May and foreign observers see no one on the scene who could take over smoothly and capably. But there is, around the President, a group of able men and senior statesmen enjoying varying degrees of personal prestige and respect.

The first among equals is clearly Mr. Edvard Kardelj, a former schoolmaster and principal theoretician of Yugoslavia's specific socialist system. Next to him is Dr. Vladimir Bakaric, a former lawyer from Croatia who has been close to President Tito since the last war. There is also the dynamic secretary of the executive bureau, Mr. Stane Dolanc, who became secretary in 1972 and has been the most efficient and effective secretary of the party since President Tito.

At the same time the police have been more active and a system called social self-protection was devised to instill, so it would seem, security consciousness into every dissident mind. The Yugoslavs scoff at such suggestions and say that self protection does not mean that, but there is much talk of security and of enemies internal and external trying to subvert and disrupt the Yugoslav state.

**Pretext to Soviet
Union
to intervene**

Behind it all lies the ever-present awareness that without President Tito Yugoslavia could not afford internal crises. The danger to its independence would inevitably increase if internal squabbles were allowed to lead to major upheavals which would provide a pretext to the Soviet Union to intervene.

The Yugoslavs talk of it quite openly and although they do not talk of Russia, their meaning is clear. A highly placed Yugoslav general recently said that a major crisis or a crude error could provide a pretext for an attempt to invade Yugoslavia but he also said that, if attacked, Yugoslavia would fight back.

Since the invasion of Czechoslovakia the Yugoslavs have reorganized their Armed Forces and have proclaimed a total defence system which makes every able-bodied citizen a potential guerrilla fighter in case of an attack.

To provide for an orderly succession President Tito has set up a system of collective leadership under which the presidency rotates annually among six republican and two regional leaders. How Yugoslavia may fare after President Tito is the question which has been intriguing East and West as well as his Yugoslav countrymen for years.

But for most of the 21 million Yugoslavs the question of President Tito's successor appears less acute. What they worry about is the prospect of Soviet pressure, increasing and of their ability to rally in the face of it.

They rallied in 1948 when Yugoslavia was expelled from the Cominform, and in 1968 when Czechoslovakia was invaded. But the trouble is that when external dangers recede nationalist dissensions may appear.

Challenge to right of police

In the past there were linguistic quarrels, budget disputes and splits in the Communist Party when the Croatian nationalist leaders were ousted by President Tito in 1971 in the worst crisis in Yugoslavia since the war. This is why President Tito has decided to keep the party firmly under control and discourage all nationalist squabbles.

Over the past few years about 200 people have been sentenced for plotting to break up Yugoslavia and incite Croats to violence against Albanian nationalism. About 200 pro-Soviet dissidents have been sentenced to long terms in prison and Yugoslavia claims to have evidence that some of them had Soviet support. It is Soviet subversion which the Yugoslavs fear most.

But with all its recent setbacks Yugoslavia is still more free than any other country in East Europe. The freedom to travel abroad, once every three

years for some people is enjoyed by every Yugoslav. There are exceptions but they amount, according to official figures, to fewer than 200 people. A group of citizens recently took up the case with the constitutional court and have challenged the right of the police to confiscate passports on unspecified security grounds.

According to the latest figures last year there were

more than 16 million frontier crossings by Yugoslavs. In recent years tourist agencies have grown rapidly in Yugoslavia and cheap package tours for weekend shopping in Paris, London or Rome have become accepted.

Belgrade, a teeming capital of 1,300,000, has more than 400,000 private cars; shops with consumer goods of western quality; and customers spending more than they

esri. The country, econ- made them forget internal
omists say, should harness the dissensions.

spending spree to put its economy in order.

Consumerism has become a common culture shared by the many nations of this world, with their different cultures, languages, religions and histories. It is something all Yugoslavs have in common, like their passionate devotion to independence.

Whatever happens, Yugoslavs, as one said recently, have something to defend and fight for. It is not only their freedom and independence but their affluence and many other gains they have made in recent years. The reins have been tightened, but Yugoslavia is still a great, desirable and free nation.

For Yugoslavia to become a great nation, it must have

ASSOCIATION OF HOTEL ENTERPRISES

SFRJ

41000 ZAGREB, Svacicev trg 16.
tel.: (041) 445-468, 449-271
telex: 21683 YU JUHOT

WELCOME TO THE
BEST HOTELS IN
YUGOSLAVIA
JUGOHOTELS



HOTELS THROUGHOUT YUGOSLAVIA

[illegible]

Iskra

a name of increasing importance

For more than 30 years the name Iskra has been known in electronics, telecommunications, automation, electro-mechanics and components, both on domestic and foreign markets. The endeavours of 28,000 employees working in 47 specialized factories and a number of R & D units are reflected in the high standard of quality and reliability of our products.

Particularly in the field of telecommunications we can give you the benefit of extensive experience in development and production. The manufacturing programme of our Telecommunication Division can be briefly presented as follows:

- Automatic semi-electronic telephone exchanges
- Automatic crossbar switching type telephone exchanges
- Private automatic semi-electronic exchanges
- Private crossbar switching telephone exchanges
- Telephone sets
dial- and pushbutton types
- Secretarial equipment
dial- and pushbutton types
- Components and sub-assemblies for telecommunication equipment
- Telephone transmission systems
- Telegraph transmission systems
- Radio relay systems
- Transceivers
stationary and mobile types
- Measuring instruments and equipment for telecommunication equipment
- Subscriber's meters for telephony and telegraphy
- Power supply equipment for telecommunications systems

All Iskra telecommunication systems are in compliance with CCITT and CCIR Recommendations

**ISKRA—a promise of
a better future in
communications**

If you want more details on any of our products or systems write to Iskra Telecommunications Div. 61000 Ljubljana PO Box 581/XI Yugoslavia

Yugoslavia's foreign relations, including the importance of détente, are examined on page IV.

THIS TIME YUGOSLAVIA

It's so beautifully put together. The coastline's the most impressive in Europe with sweeping bays, wooded coves and steep fjords. All along are beautifully preserved towns, historic cities, picturesque harbours and fishing villages. Out in the Adriatic a thousand fascinating islands to discover. Just turn the pages of our 1977 brochure and be enchanted by this holiday paradise.

Unique holiday combination. Beside the clear water from Istria to Montenegro you'll find beautiful beaches and well kept, comfortable modern hotels offering a variety of food and friendly service. Next to each modern resort are towns and cities so perfectly preserving their history in stone that you will think you're dreaming when you see them: Dubrovnik, Budva, Trogir, Ploče, Zadar, Poreč...

Rich choice of holiday. Yugoslavia's 20th anniversary selection includes wonderful seaside and inland resorts, tranquil lake and mountain holidays, exciting coach tours, relaxing cruises, ski-centre holidays and many special interest packages—no one else gives you so much of Yugoslavia. Ask your travel agent for a brochure or fill in the coupon. For a holiday of a lifetime, make it THIS TIME YUGOSLAVIA.

No-one puts Yugoslavia together like Yugotours.

Please send me your free 100 page full colour brochure for Summer '77.

Name _____

Address _____

Yugotours Head Office, Chesham House, 130 Regent St., London W1R 5EA

YUGOTOURS
20 Years the Specialists in Yugoslavia

KOTO

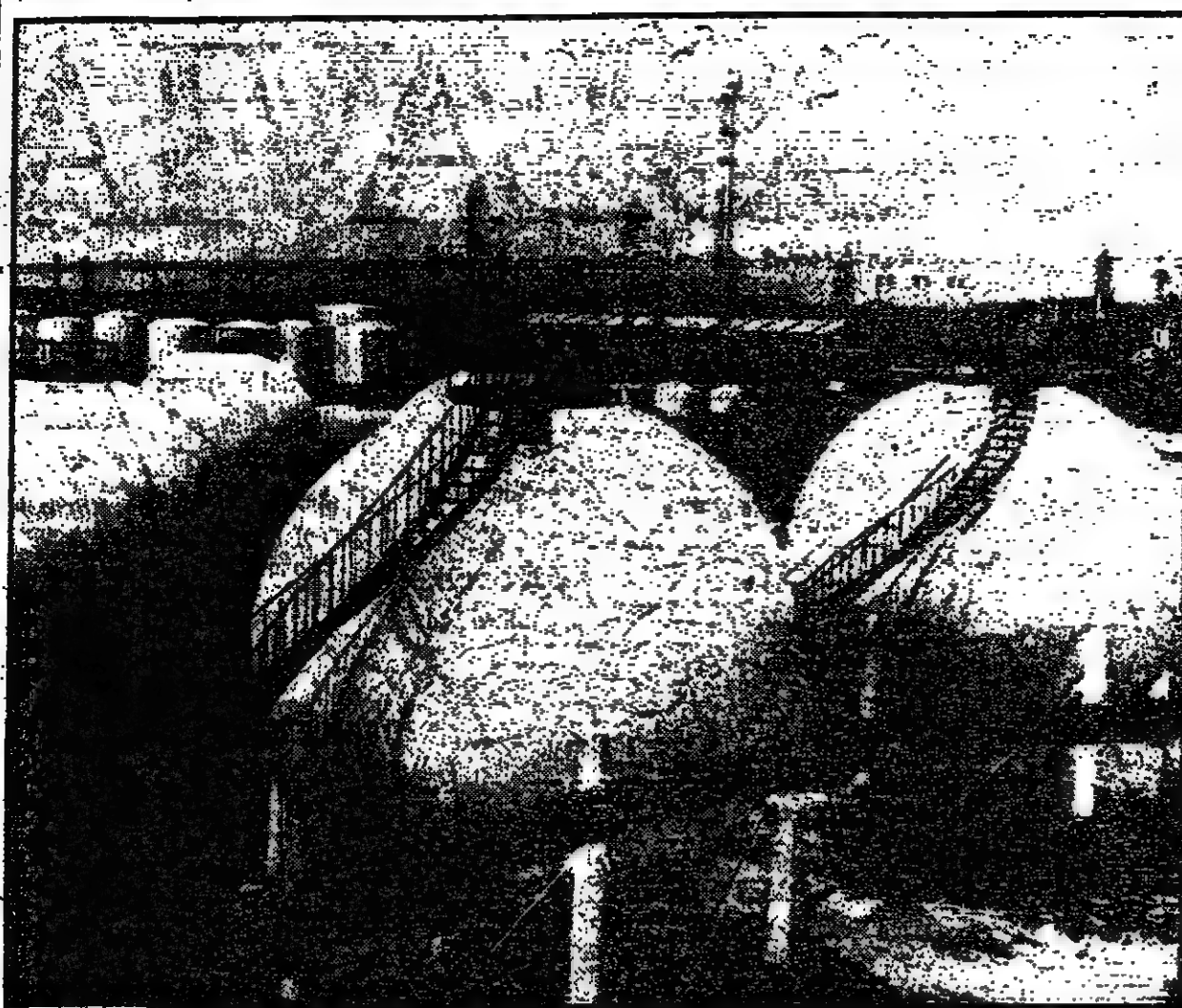
KOTO Koteks Tobus Industrial and Commercial Enterprise, unlimited joint liability, Miklošiceva 5, 61000 Ljubljana, Yugoslavia is ranked among the leading specialized trade-manufacturing firms in Yugoslavia in the line of hides and skins, leather, leather articles, industrial materials of animal origin, reproduction materials and equipment for leather and meat processing industries.

- export, import and representation of foreign firms with consignment stock;
- manufacturing of alburnum concentrates, casings, buying station for hides and skins;
- tannery and factory of leather garments.

Our Line of Business

Production: alburnum concentrates (meat and bone meal) and fat—preparing casings for the use of food industry—collecting, sorting, and preserving hides and skins—leather—leather garments—metal products for agriculture.

Trading in: hides and skins—leather—heavy/light footwear—leather and textile garments—leather fancy goods and semi-finished products—by-products—bones, bristles, animal hair, wool, conficates—leather industry odds—fats, cuttings, splits—reproduction materials—for tanneries, leather industry—machines and other equipment for slaughter houses (technology)—equipment for environmental protection—PVC drain pipes and pipes for water supply—traffic signs—PVC window frames and doors—tarpaulins for trucks.



A petrochemical complex at Zagreb, with ethylene storage tanks in the foreground.

Worker-management debate goes back to basics

by Fred Singleton

The right of workers to participate in the management of the enterprises in which they work is under discussion in all industrial societies. Some form of direct workers' control has been a constant theme in socialist thinking. It appeared during the Paris Commune, in Catalonia during the Spanish Civil War, in the early days of the Russian revolution and in the Polish, Hungarian and Czechoslovak movements against Soviet domination.

There is a clear distinction between the socialist tradition of workers' control and the liberal tradition of worker participation. The

difference is that between revolutionary change and an improvement in lines of communication between workers and management. The Bullock report probably inclines to the latter, the Yugoslavs would claim to have achieved both objectives.

Yugoslavia's revolution occurred during the later stages of the Second World War, with the victory of the communist-led partisans over the various royalist and nationalist factions. This revolution changed the structure of political power, but it did not achieve the most fundamental revolutionary aim—in Harold Laski's words—"to change the everyday habits of ordinary people".

In the early stages the Yugoslavs followed closely the Stalinist-Soviet model both in the constitution and in the methods of economic planning. This phase of "dictatorship of the proletariat", in fact dictatorship by the party, was dealt a severe blow by the expulsion of Yugoslavia from the Cominform in 1948.

As one prominent party official later admitted, until this time few even of the intellectuals in the party had made "an independent study of Marxism. They had studied it mainly through Lenin and Stalin, which had already occurred. They reached forward to a model of a society in which workers dispose of the full fruits of their labour".

This is not to suggest that the 1950 Law on Collectives was introduced in response to a theoretical analysis of Marxist classics. Rather, as so often in Yugoslavia, the theoretical gloss was an ex post facto justification for a pragmatic response in a particular situation.

Yugoslavia's road to socialism developed from hard experience. Even today it was told by a leading exponent of the practice, there is no complete theory of self-management. He saw the issue in terms of communications, efficiency and human relations within industry.

Marxist theory, which puts great emphasis on ownership of the means of production, was seen as of secondary importance. He believed that a satisfactory theory would develop from the day-to-day experience of life in the factories.

There is, of course, an evolving Yugoslav theory of self-management and it finds expression in political speeches, academic articles and in the laws governing social relations. The new Law on Associated Labour passed last year is the latest in a series of enactments which have kept pace with the development of the system since 1950.

At first sight self-management applied only to factories. The scope of the workers' councils was restricted to the allocation of small amounts of surplus income in the form of the "thirteenth month wage", and to an advisory role in matters such as welfare and safety provisions. As time passed, three main changes occurred.

The scope of the workers' councils increased to cover decisions over the appointment of managers. This was done in association with the economic councils of local communities. The allocation of investments, fixing of incomes and the broad policy objectives of an enterprise also fell within the range of decisions taken by workers.

The machinery of self-management became increasingly complicated as enterprises became larger in response to technological advances and the growth of competition. The decision in the early 1950s to join "the international division of labour" and to break down the artificial protection which the closed Yugoslav

market had—hitherto subject to ratification by the workers' council. The workers' suspected corruption, disowned the Italian contract and successfully insisted on giving it to the British firm.

Much of the activity in working workers' self-management takes place at a much lower level than these occasional conflicts between workers' councils and managing boards. In some cases, in fact, workers' councils delegate wide powers to the boards, especially those where joint ventures, involving foreign capital, partnership or licensing agreements are concerned. The workers' councils do, however, retain the ultimate power to revoke such delegation of authority.

A sense of participation is often given to the shopfloor worker by the basic organization of associated labour. Face-to-face discussion at the point of production enables workers to influence their immediate working conditions.

Yugoslav society is complex and often works at a loss, and they have been told to restore profitability. Under a law of 1976 a self-managed enterprise cannot calculate its income until it receives the relevant cash, cheques and bonds.

Productivity, which improved impressively during the 1960s, has been stagnant in the past two years. The economy grew by between 3 and 4 per cent, and employment expanded at a similar rate.

Failure to improve productivity circumscribes not only the wages Yugoslavs can afford to pay themselves. It also reduces competitiveness in world markets. Although Yugoslavia considers itself a developing country, its exports are not cheap; the same applies to locally produced consumer goods sold on the domestic market.

The extent of unemployment is difficult to assess. Statistics for last December show 655,000 people registered as seeking jobs, and 40,000 vacancies. The global figures do not reveal how many were not in the labour market, for example students. Nor do the statistics

The author is chairman, Postgraduate School of Yugoslav Studies, Bradford University.

Different solution to familiar economic difficulties

by Denis Taylor

The economic problems facing Yugoslavia—inflation, unemployment, low productivity, a precarious trade balance—are familiar enough to the British. The economic organization of the two countries is quite distinct but the difficulties they have to cope with are not.

Yugoslav inflation rates have slowed in the past year. Consumer prices rose overall by about 9 per cent in 1976, and this trend is apparently continuing into 1977. The comparable figure for 1975 was 17.5 per cent and for 1974 it was 29.6 per cent.

The increase in living costs was measured at 12 per cent last year, as against 28.3 per cent in 1975 and 22.4 per cent in 1974.

This inflation—pattern shows how much more Yugoslavia is exposed to international economic influences like the recent recession, compared with the countries of the Soviet block. A leading preoccupation of the Yugoslavs is to avoid inflation levels significantly out of line with those prevailing in the nations of the Organization for Economic Cooperation and Development.

Last year the Soviet Union, Italy and West Germany were the three best markets for Yugoslav exports. West Germany was easily the most important supplier, followed by Russia and Italy. But in spite of the importance of commercial links with the East, total Yugoslav trade with the western nations and Japan is 30 per cent higher than the total with Comecon.

Yugoslavia does not have a national price and incomes policy on the lines of those tried in the West. The policies being attempted reflect the decentralization of self-management as well as the centrally-directed aspects of the Yugoslav way of life.

The constituent republics have recently agreed to keep price levels down to those of the previous year. Basically, wages depend on the productivity of the enterprise and on the management of enterprises.

The theory is set out in the 1974 constitution: "The distribution of income shall be decided upon by the working people who generate this income in compliance with mutual responsibility and solidarity and with socially determined fundamentals of and criteria for the acquisition and distribution of income."

But many undertakings are failing at a loss, and they have been told to restore profitability. Under a law of 1976 a self-managed enterprise cannot calculate its income until it receives the relevant cash, cheques and bonds.

Productivity, which improved impressively during the 1960s, has been stagnant in the past two years. The economy grew by between 3 and 4 per cent, and employment expanded at a similar rate.

Failure to improve productivity circumscribes not only the wages Yugoslavs can afford to pay themselves. It also reduces competitiveness in world markets. Although Yugoslavia considers itself a developing country, its exports are not cheap; the same applies to locally produced consumer goods sold on the domestic market.

The extent of unemployment is difficult to assess. Statistics for last December show 655,000 people registered as seeking jobs, and 40,000 vacancies. The global figures do not reveal how many were not in the labour market, for example students. Nor do the statistics

show how many guest workers have returned home from Germany and other West European countries as a result of the recession and have registered as looking for employment.

But the trend of registrations reflects a massive flight from the land to urban areas. People who could find work in rural communities and small towns have elected to take the risk of unemployment in Belgrade and other cities. On the eve of the Second World War, three-quarters of Yugoslavs lived on the land. The proportion has now been halved.

This social revolution makes heavy demands on investment funds to provide essential urban services for the new arrivals.

It is only 12 years since Yugoslavia opted for the discipline of market forces. For the foreseeable future this will be a country in transition.

Arriving in Belgrade from the West an immediate impression is that life is still austere. However, cross into Yugoslavia from Romania and one is struck by how well-dressed the people are and the number of cars on the roads. Muscovites would be filled with wonder if they could see the show-window displays in the Yugoslav capital.

Compared with its lot 2 years ago, when the country was blockaded by the communist states which remained within the Soviet orbit and was struggling to survive with western help, its development has been remarkable.

Manufacturing industry now accounts for two-fifths of the gross national product. Compared with its performance in 1940, the output of the chemical industry has increased 40 times and a much healthier balance of trade than in 1975.

As it is, a Yugoslav wanting to buy a British car can expect to pay nearly twice the equivalent of the British price. There are slight fluctuations in exchange rates but the few carefully points involved do not vent cost comparisons with those applied in western markets.

Advice on Joint Venture Opportunities in Yugoslavia

The International Investment Corporation for Yugoslavia provides a full package of advisory services in arranging and financing joint ventures between international companies and self-managed Yugoslav enterprises. The burgeoning Yugoslav market economy, its own investment in and lead to such projects. IIC's shareholders are constituted by twelve leading Yugoslav banks, the International Finance Corporation (IFC) of the World Bank Group, Washington, and forty major international banks including three leading British banks. The Corporation has offices in principal Yugoslav capitals. Its London Office is situated at 14-16 Cockspur Street, SW1Y 5BL. Tel: 01-930 7579. A brochure describing our services will be mailed upon request.



INTERNATIONAL INVESTMENT CORPORATION FOR YUGOSLAVIA S.A.

Thousands of industrial and power projects in Yugoslavia financed through JUGOSLOVENSKA INVESTICIONA BANKA—BEOGRAD

tradition since 1862



JUGOSLOVENSKA INVESTICIONA BANKA

Major outstanding operations:

- Internal bonded loan of 4.0 billion dinars for the construction of the Beograd-Nis highway and water regulation projects.
- Financing of a big petrochemical complex at Pancevo, together with two more Yugoslav banks, in the amount of 4.26 billion dinars. In addition, the Bank organized for this project a foreign financial credit of \$28.2 million at the beginning of the year.
- Jugoslovenska Investiciona Banka jointly with Beogradiska Banka financed the power projects construction programme over the 1972-76 period to the value of 19 billion dinars. For implementation of this programme there were provided foreign credits for procurement of equipment in the amount of 5.9 billion dinars.
- Jugoslovenska Investiciona Banka jointly with Beogradiska Banka will also finance the new power projects construction programme over the 1977-1985 period to the value of 44.2 billion dinars. For implementation of this programme there will be provided foreign credits for procurement of equipment in the amount of 14.2 billion dinars.
- Lines of credit for financing import of equipment were entered into with leading banks totalling over \$50.0 million.

Base for the Bank's operation:

- Business potential of the Bank is 4.0 billion dollars.
- Over 1000 important Yugoslav firms are members of the Bank.
- Correspondents abroad: biggest world banks.
- Many years' experience in development finance and commercial operations.

Representative offices abroad:

London, Washington, Paris, Frankfurt/M, Milan, Moscow, Warsaw, Prague

JUGOSLOVENSKA INVESTICIONA BANKA

your reliable contact for profitable ventures in Yugoslavia.

Address: JUGOSLOVENSKA INVESTICIONA BANKA—HEAD OFFICE—11000, Beograd, Terazije 7-9, tel. 335-201, telex 11147, POB 152.

TRANSJUG RIJEKA

MEDUNARODNA SPEDICIJA

51000 RIJEKA; Trscanska obala 8

PO Box 250, Phone (051) 31-111, Cable: TRANSJUG RIJEKA, Telex: 24115-YU TNG RI, IATA—Agents: Sales representative of JAT (Yugoslav Airlines).

LINE OF BUSINESS:

Organization of regular import-export and transit carriage: combined and re-export carriage with all countries in the world; international transport agency business: including liner and tramp shipping space; contractual goods quality and quantity control; foreign firm representation.

BASIC ORGANISATIONS OF ASSOCIATED LABOUR:

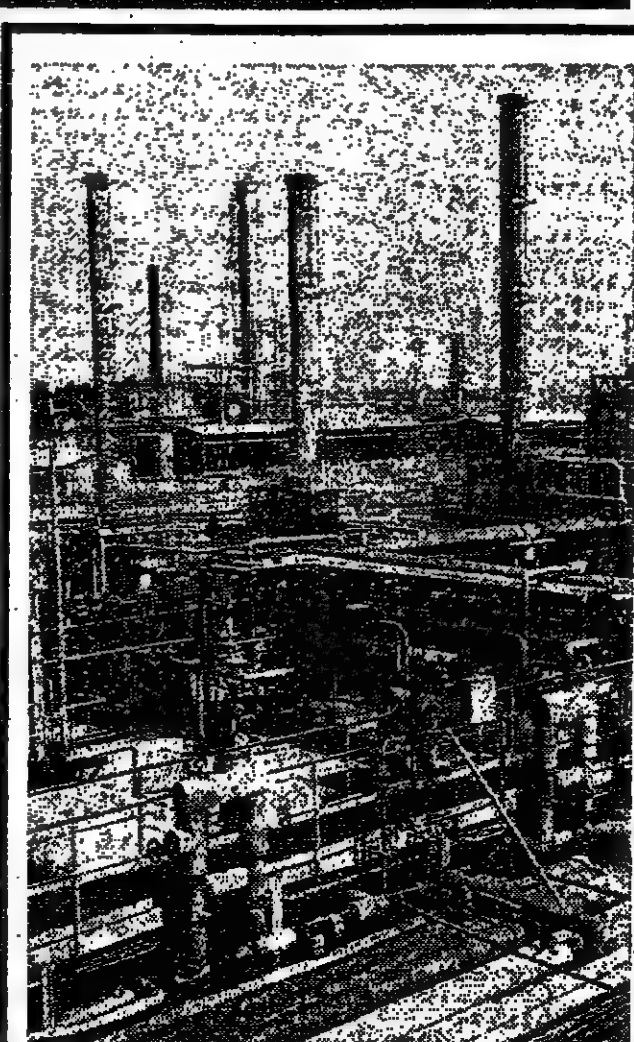
Bar, Belgrade, Izvor, Rijeka, Koper, Ljubljana, Pula, Saboracajna agencija Rijeka, Sarajevo, service, Jedinec Rijeka, Skladiste ambalaza Rijeka, Sibenik, Trziste Rijeka, Uvoz Rijeka, Zagreb, Zajednicko racunovodstvo RO, Zajednicko sluzbe RO. OFFICES, OUTPOSTS, AGENTS IN YUGOSLAVIA: Apadina, Bakar, Barina, Bor, Banja Luka, Beli Manastir, Bosanski Novi, Brnik, Celje, Dimitrovgrad, Dubrovnik, Jesenice, Karlovac, Koprivnica, Kotoriba, Kozina, Kragujevac, Kraljevo, Kranj, Maribor, Murska Sobota, Nis, Nova Gorica, Novi Sad, Osijek, Pleso, Ploce, Prevalje, Ptuj, Sezana, Sisak, Slavonski Brod, Skopje, Split, Subotica, Tuzla, Varazdin, Velenje, Veliko Gradiste, Vrsac, Vukovar, Zadar, Zenica.

REPRESENTATIVES ABROAD:

Bucharest, London, Milano, München, New York, Prague, Saluz, Torino, Vienna.

CORRESPONDENTS:

in larger sea-ports and important economic centres of the world.



INA-COMMERCE ZAGREB

enterprise for foreign trade—agency and consignment—with full facility exporting and importing the following products:

- | | |
|-------------------------|-------------------------|
| Export: | Fertilizers: KAN 27% N |
| Motor gasoline | UREA 46% N |
| Special gasoline | Carbamide ureas |
| Motor oils | Barzinas |
| Marine engine oils | Toluene |
| Marine diesel oils | Meta-Para xylene |
| Fuel oil | Orthoxylene |
| Industrial oils | Ethyl benzene |
| Special lubricants | Linoleic acid |
| Special gear oils | Bentonites |
| Industrial greases | Barites |
| Paraffin | Fillers |
| Bitumen | Bleaching earths—talcin |
| Petroleum coke | Carbon blacks |
| NPK complex fertilizers | |

- | | |
|-------------------------------|--|
| Import: | Anthracene, cressol and pyrolytic oils |
| Aviation gasoline | Muriate of potash |
| Motor oils | Kalium sulphate |
| Turbine oils | Polish |
| Marine lubricants and greases | Triplex |
| Additives | Sulphur |
| Chemicals | Triple super phosphate |
| Phosphate rock | |

Address: 41001 Zagreb, Savska c. 41, Yugoslavia.

Telephone: 518-500, INA

Cable: INA-ZAGREB

P.O.B.: 1014, Telex 7-21

235 YU.104

مكاتبنا في القاهرة

Concern over trade with EEC

The EEC's recent approval of butter sales at 17p per lb to Yugoslavia may suggest that the country is doing well in its dealings with the Community. That is not how the situation looks to the Yugoslavs.

They are concerned by their heavily unfavourable balance of trade with the EEC. According to Yugoslav statistics, their total imports from the EEC in 1976 reached \$3,162.2m and their exports \$1,335.6m. By far the largest single figure was for purchases from West Germany (\$1,232.7m), fol-

lowed by those from Italy (\$760.4m). Sales to Italy were \$386m and to West Germany \$426m.

Although the same period is covered, there are marked discrepancies between British and Yugoslav statistics for imports from the United Kingdom. The official figure in London for 1976 is £128.45m and in Belgrade \$302.5m.

The respective figures for Yugoslav exports to Britain are fairly close, £23.5m and \$59.1m. The Yugoslavs think that they are buying five times as much as they sell to Britain, while the

British put the proportion at four to one. Whichever version is used, there is no disputing the pattern, if Yugoslavia allowed residence for British business representatives as is the case for Yugoslavs in London, the imbalance could be even greater.

Belgrade would like an Anglo-Yugoslav mixed commission similar to those existing with other EEC member states. The British do not see the need for a fresh institution to add to existing economic links.

Yugoslavia already has a trading agreement with the

EEC which runs until September 1978. Most exports enter the Community duty free. But the main preoccupation is to secure improved access for agricultural products. Belgrade is hoping for a complete lifting of the ban by the Community on its baby beef.

There is also a desire to stimulate the transfer of technology and greater cooperation, including joint ventures with concerns in EEC member countries. The Yugoslavs are keen on joint ventures to produce goods for third markets. Yugoslav commercial penetration of

the developing world is growing.

A Yugoslav loan for 50m units of account has been negotiated with the European Investment Bank.

There was satisfaction with the signing in Belgrade last December of a joint declaration by Mr van der Stoep, who was then president of the EEC Council of Ministers, and Mr Bjeddie, the Yugoslav Prime Minister. While lacking in specific commitments, the statement emphasised the desirability of closer economic co-operation. Areas mentioned included transport, fishing,

energy, telecommunications, the environment and tourism as well as scientific co-operation.

The document was certainly politically useful to the Yugoslavs, and they hope to build on it in working out a more extensive trade agreement. For reasons of non-alignment this must be non-preferential. But a paradoxical remark about the Yugoslavs wanting "a preferential non-preferential" deal manages to convey something of the flavour of the situation.

D.T.

Springboard to lucrative markets

by Peter Ristic

A decade after Yugoslavia first opened its doors to the foreign investor many foreign companies are still unaware of the enormous profit opportunities offered by a partnership with a Yugoslav company.

Investing in a Yugoslav company gives a foreign company immediate access to 20 million of the world's most dedicated consumers, and it offers much more. It provides the best springboard there is in Europe to the lucrative markets in the developing countries and Eastern Europe.

Yugoslavia—as a leading force in the non-aligned world—has a bigger advantage than most other countries. That advantage has enabled it to secure some of the lush construction projects which are now in the offing and which present plentiful opportunities for subcontractors.

In Eastern Europe Yugoslavia has what amounts to preferential access. Balanced between the East and the West, it has bilateral trade agreements with the Communist countries. Those agreements provide for expanding markets and payments in full. Western companies are usually limited to barter

arrangements—significant restraint on expanding trade with those countries.

Yugoslavia has in addition all the conventional advantages of a developing country. It has good communications, a pool of well-educated labour and low labour costs—often 70 per cent lower than in the high cost markets of northern Europe.

But there is more to forming a joint venture in Yugoslavia than spotting the advantages, leading in the country, signing a contract, and picking up the profits. Joint ventures are only for those with patience and considerable commitment. But before they deter any businessman, it should be said that there are plenty of examples of highly successful joint ventures.

Proof that that is the case is provided by the fact that the heavyweights companies are queuing up to get in the door. Only recently how Chemical and General Motors and Boots of Britain have moved in and set up joint companies with Yugoslav enterprises.

Patience is the first requirement for any foreign company looking to invest in a Yugoslav company. Nearly all the foreign companies engaged in a successful joint venture in Yugoslavia complain of the same thing: negotiations are

extremely protracted. Often they take more than a year.

Up to now the Yugoslav authorities have appeared unsympathetic to complaints. Western companies also find that doing business in Yugoslavia requires a considerable amount of mental agility. The business concepts are different from those in the West and are unique even compared with other socialist countries. They have to be grasped before any agreements are signed.

The laws are also plentiful and ever changing and a western businessman must be on the look-out for alterations even during negotiations. That makes it almost essential to have a good Yugoslav lawyer at your side throughout negotiations. A good embassy—and there the British have a natural advantage in Belgrade—is an asset.

A foreign investor would be wise to think of approaching the International Investment Corporation for Yugoslavia (IICY) to get its help in the negotiations. This organization—which has an office in Cockspur Street, London—provides consultancy, technical and financial services. In some cases it will even supply equity capital if it thinks that is necessary.

Some western companies complain that they should be

allowed a majority shareholding in the joint venture. It is true that 10 years ago most other countries were more accommodating, but today the Yugoslav rule on limiting foreign investment to 49 per cent of the capital is becoming general.

A more understandable criticism is that the Yugoslav workers' councils have the overriding say in the running of the enterprise. On paper that might appear difficult for a western company to accept but in practice the councils never veto a sensible decision from the management.

In the beginning we did have a great deal of trouble with this. Mr Milan Kovacevic, deputy director of the IICY in Belgrade, admits. "But this is no longer a problem."

Even the most conservative American companies with enormous investments in Yugoslavia and vocal shareholders did not let that worry them.

A more important criticism is that up to now foreigners have been allowed to invest only in export oriented industries. And profits can be repatriated abroad only if the export earnings are double the figures that the company wants to transfer to head office. That rule has certainly warned off a number of would-be investors.

Yugoslavia is moving to relax those regulations in its new joint venture law, which is in its fourth draft. Foreign investment in the less developed areas will have preferential treatment.

More important than those questions of export earnings will be the consideration whether the investment is likely to generate employment. The republics of Macedonia, Bosnia and Herzegovina and Montenegro and the province of Kosovo will benefit from this new law.

In some cases foreigners will be allowed to invest in Yugoslav enterprises engaged in industries without any export potential. The sole deciding factor will be whether the proposed joint venture is in the national interest.

Since it is in the national interest to be self-supporting in food production and minerals, it is likely that in these two areas foreign investment will be permitted without any consideration of exports.

Some foreign companies also balk at the law introduced last year which made it illegal for them to exclude the proposed joint enterprises from markets outside Yugoslavia. They are unwilling to provide skill and capital for joint venture when it will undermine their markets in other parts of the world.

According to Yugoslav officials the new rule will not be strictly enforced. "There is a way round this," Mr Kovacevic told me. "This will be open to negotiation."

One final criticism is over the question of assets: if a joint venture is ever wound up, the foreign investor is allowed to recoup only what he put into the enterprise, not its true value.

Despite those criticisms the joint ventures in Yugoslavia are almost all doing extremely well. Many of the first-comers, such as Britain's

Dunlop, have been so successful that they have boosted their initial investment a number of times and some are even planning new ventures. That leads one to believe that the main difficulty is not in making money but in getting the joint venture off the ground in the first place.

Only five out of 150 joint ventures have failed.

The difference between success and failure seems to be directly related to the degree of commitment that the foreign company has in the enterprise. Giffere of Britain provides a good example: it has been strikingly successful partly because it provided not only considerable amounts of cash and technology but also because it flew in British managers and accountants (the Yugoslav accounting methods vary widely from those in the West).

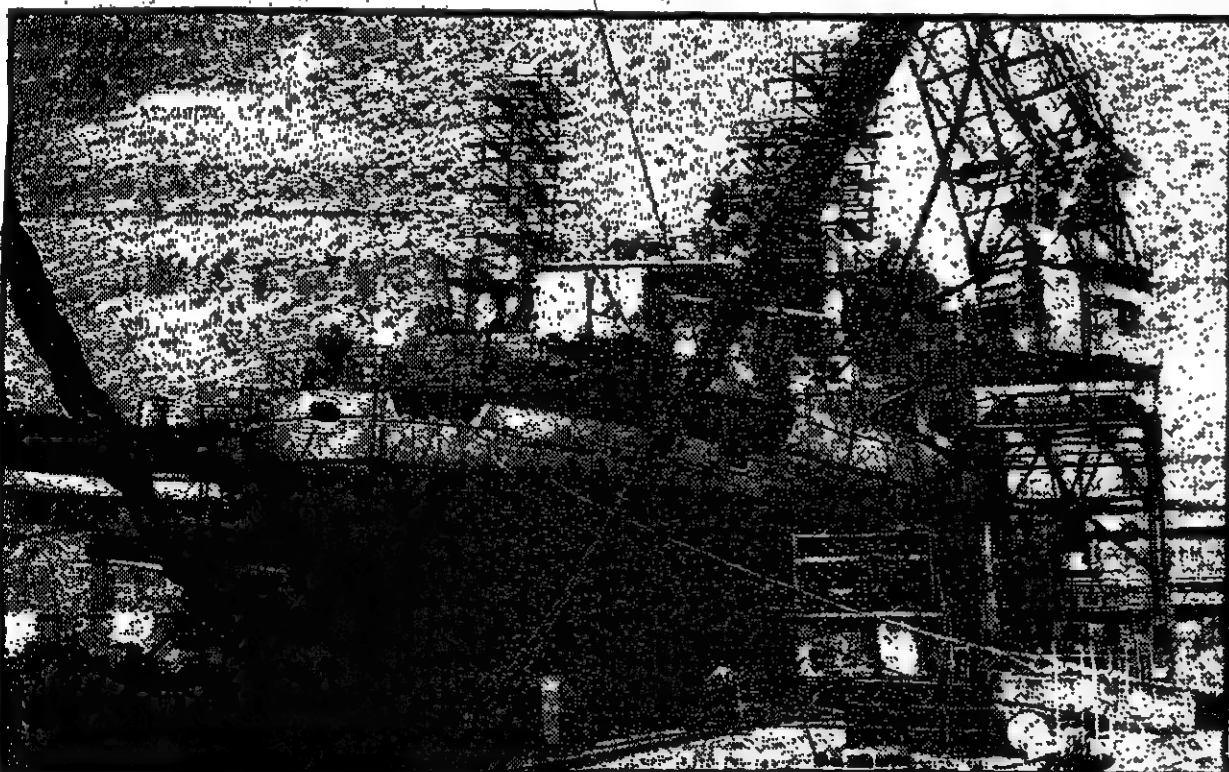
Other companies, aware that the Yugoslavs generally neglect the importance of marketing, fly in their own marketing managers. While some countries might resent such a high degree of involvement, the Yugoslavs appear to welcome it.

"The Yugoslavs want close contact," one experienced observer commented. "They want a continuing interest and a continuing access to technological improvements."

Sleeping partners are apparently not welcome or successful, and it is difficult if not impossible to run a joint venture on the basis of flying visits.

After 10 years of foreign investment there are clearly some Yugoslav officials who oppose the idea on theoretic grounds. However, the government policy is to push forward and attract more technology and capital into the country.

Joint ventures are good working vehicles for co-operation," Mr Kovacevic said in his Belgrade office, "and we want more."



Shipbuilding in the Third of May shipyard, Rijeka.

Making tracks to modernize

During the present five-year improving communications, way to explaining why Yugoslavia will spend nearly £4,000m on its communications system by 1980. Millions of foreigners and millions of tons of freight pass across its borders every year—and the traffic is increasing at an alarming rate.

The last war left much of the country's communications system severely damaged. Although the damage has long since been repaired, Yugoslavia has barely been able to keep up with its own needs as a rapidly developing country, let alone the needs of every country around it.

The top priority is the modernization of the railway system. After the completion of the Belgrade-Bar railway, which gives direct access to the Adriatic for much of Yugoslavia and also for Romania, Bulgaria and Hungary, only about 70 miles of new track will be laid.

Most of the money will be spent on the modernization of existing lines and their electrification to speed the journey of goods and passenger trains between Europe and the Middle East.

Heavy spending is planned for the roads. Urgent efforts are being made to build the east-west highway between Austria and Greece. This will be almost a thousand miles long and will carry all the road transport from Europe to the Middle East.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several places up the European shipping league. The country is at present in twentieth place.

About 5 per cent of the investment funds will be spent on modernizing airports. Attention will be focused on six of the country's 17 major airports.

Agreements have been signed for some of the special equipment that will be needed to bring the airport up to international standards.

The country's harbours are in good condition and will need less money spent on them, probably only about £170m.

P.R.

Shipping comes next on the list. Yugoslavia has about 1,900,000 tons of shipping, and intends over the next three years to boost its fleet by more than a million tons besides replacing some of the older ships.

Most of the new ships will be built in Yugoslavia's modern shipyards along the Adriatic. The expansion of the fleet will take Yugoslavia several

gorenje

YU 63320 velenje celjska 5 a

YUGOSLAVIA

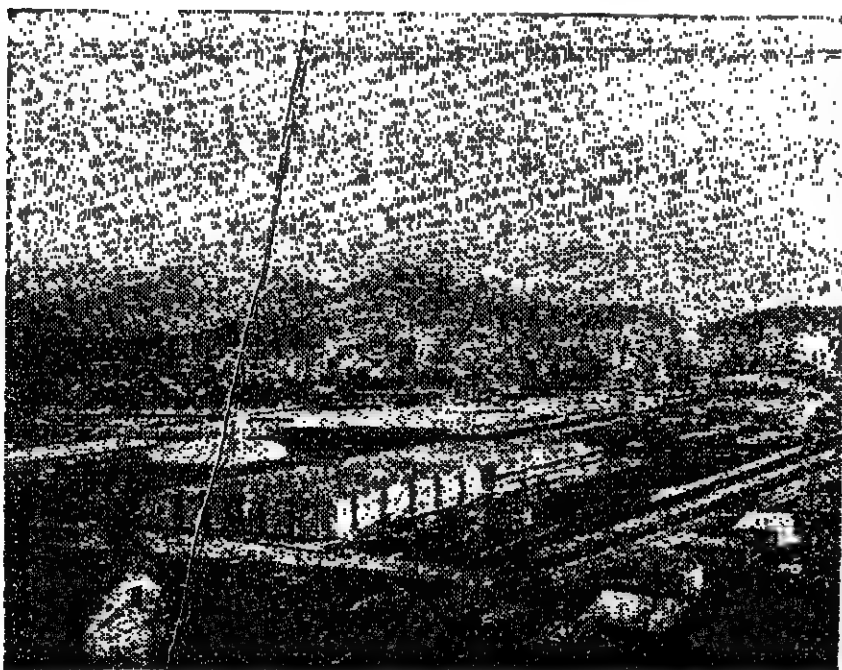
Telex: 33 616 yu segor

Telephone: 063 851 000

Production Range

- Washing machines
- Television sets (colour and black and white)
- Cookers (electric, gas and combined)
- Small household appliances
- Complete fitted kitchens
- Radiators
- Refrigerators and deep-freezers
- Electric motors

THE BIGGEST AND THE MOST UP-TO-DATE FACTORY OF HOUSEHOLD EQUIPMENT IN YUGOSLAVIA



Gorenje factory with the town of Velenje in the background

Branch Offices

London (opening in May 1977)

Munich

Copenhagen

Berlin

Thessaloniki

Sydney

Vienna

gorenje

by Denis Taylor

The Yugoslavs have a unique vested interest in the success of détente. First there is the prestige aspect of the conference to be held in Belgrade in June to review the results of the 1975 Helsinki agreement.

There is some anxiety in Belgrade about western pre-occupation with Basket Three of the East-West accord, which covers human contacts and information. One view in official circles is that Helsinki should be treated as a balanced whole and not prejudged by isolating questions of human rights from the total package.

No doubt this betrays sensitivity about political prisoners in Yugoslavia. But the country has another, and for it more fundamental concern.

The Yugoslavs are watching to see how far President Carter will take his pursuit of human rights in the Soviet Union and to what extent Moscow will choose to react. Views expressed to me by officials in Belgrade earlier this month extended from pessimism that American policy would lead to a significant sharpening of relations between the super powers to the suggestion that crises between Washington and Moscow always reached a ceiling and that relations became stabilised at a new level.

Seen from Belgrade, the more reason there is between the super powers and

their blocks, the more likely become attempts to exert pressures on non-aligned states.

Yugoslav concepts of détente and non-alignment overlap. Détente is not regarded as something to be carried between the two strongest states in the world. The Yugoslavs want détente and disarmament on a global scale, with a relaxation of what they perceive as a Soviet-American contest for influence and strategic advantage in Africa and the Indian Ocean. President Carter's recent suggestion of a demilitarization of that ocean is the sort of language they like to hear.

A new economic order among the developed and developing nations also has an important place in Belgrade's view of the way the world should seek to iron out its tensions. At the same time Belgrade has carefully to watch and balance its relations with the super powers. But what appears on the surface is not always the best guide to the state of the game.

Recent months have seen an apparent worsening of relations with the United States, culminating in President Tito's public criticism last July of Mr Laurence Silberman, then American Ambassador.

The attack followed public comments by Mr Silberman after the freeing of a Yugo-

Worldwide détente wanted to relax 'squeeze'

slav born American citizen who had served the first year of a seven-year prison term for industrial espionage.

While seeking this release, Mr Silberman had apparently run into conflict with State Department officials in Washington. President Tito accused the ambassador, whose resignation was accepted after the November presidential election in the United States, of trying to give lessons to Yugoslavia.

There was also resentment over the American handling of an airliner hijacking by Croatian separatists and American demands for the arrest in Belgrade on an international piracy charge of a man claimed to be Carlos, the Venezuelan terrorist.

US relations unchanged for 30 years

But in spite of the sound and fury Yugoslav-American relations have been fundamentally unchanged for almost 30 years. Washington then decided it was worth helping a country expelled from the Cominform and support for the Yugoslav position continues. Yugoslavs are happier that Mr Carter decided to backtrack on his campaign commitment not to send American troops to Yugoslavia in the event of a Soviet invasion, and to leave his options open.

So jealous is President Tito's Government of its independence that it can be

expected always to try to distance itself from the super powers and pretend it is dependent on neither.

But while relations with the United States have to be carefully tailored, no country in the world outside the Soviet sphere of influence has less reason to trust the Russians.

The Yugoslavs were not tempted to take at face value Mr Brezhnev's assurance in Belgrade last November that he was not the big bad wolf, and took the opportunity to tell him that Yugoslavia was no Red Riding Hood but an independent country determined to stay that way.

When President Tito spoke last year of making use of all his country's human and material potential so that it would be capable of deterring "a would-be aggressor," the message was plain. The same applied to his disavowal of knowing from where any future attack might come but coupled with a warning that Yugoslavia would be tough to take on.

Its defence system involves training for a general mobilization of the population to fight a prolonged guerrilla war. One view is that if the Russians were to invade Yugoslavia they would create their own Vietnam in the Balkans.

Physical intervention seems a remote possibility. But Soviet pressures are thought to be stepped up with the inevitable disappearance from the scene of President Tito, who will be 85 in May.

Increased demands for Russian bases on the Adriatic and other strategic economic and propaganda concessions can be expected.

Soviet aircraft have been permitted to fly over Yugoslavia carrying arms to the Arabs during the Middle East wars and to Angola, but as a result of Yugoslavia's Third World policies, not because of Moscow's dictates.

Apart from the strategic value of bringing Yugoslavia back into the fold, the Russians can never permanently tolerate the Yugoslav heresy.

For strategic reasons Yugoslavia needs good relations with its neighbours, and they are mainly encouraging. While Albania continues to attack Yugoslav revisionism, Mr Enver Hoxha has declared that his country will stand shoulder to shoulder with the Yugoslavs against any Soviet aggression. Belgrade's relations with Albania's mentor, Khrushchev, are said to be constantly improving.

Romania, while also ideologically distant from Yugoslavia, shares its suspicion of the Russians. There is little love lost between Bulgaria and Yugoslavia. In Belgrade it looks as if Sofia's decision that Macedonians are Bulgarians represents a potential claim on the Macedonians living in Yugoslavia. The Yugoslavs wonder whether the attitudes of such faithful clients attach to such links. Trade with the Soviet Union as the Bulgarians can be home grown.

Yugoslav differences with Austria over the treatment of its Slovene minority are tame compared with feelings aroused by the Macedonian question. Relations with Italy are good now that the Trieste dispute has apparently been finally settled. The Greeks, while in the western camp, share Yugoslav anxieties about future Russian intentions towards the south Slavs. President Tito has cultivated warm links with both Athens and Ankara.

In spite of the generally benevolent feelings in the region towards Belgrade, it must be remembered that the Balkans are a politically fragmented area, including states from both Nato and the Warsaw Pact, and that Balkan cooperation seems unlikely to progress beyond technical and economic measures.

While having a long-standing cooperation agreement with Comecon and important bilateral trade, notably with the Soviet Union, Yugoslavia is chary of being tied too closely to the eastern block. That is one reason why such importance is attached to negotiating an extended trade agreement with the EEC, particularly allowing freer access for agricultural products.

For reasons of non-alignment it is emphasized that arrangements with the Community must be non-preferential. But there is no doubting the political importance that the Yugoslavs attach to such links. Trade with the East is also politically important. It is all part of the Yugoslav balancing act.

Hotel plans reflect optimism in tourism

by John Carter

A sustained campaign to attract more British visitors to Yugoslavia was meeting with steadily increasing success when the Court Line and Horizon travel companies failed in 1974. Tourism to Yugoslavia was badly affected by those failures, but development plans went ahead and the country appeared to be regaining lost ground. Its prospects for the 1976 holiday season seemed healthy enough.

But progress has again received a setback, this time because of Britain's economic difficulties. In common with many other countries, Yugoslavia is suffering from a lack of British tourists. The prospects for 1977 are not encouraging.

However, Mr Halid Gashi, the director of the Yugoslav National Tourist Office in London, is far from depressed, as is his deputy, Mr Mile Jankovic. Both share the view that Yugoslavia has excellent long-term prospects and this opinion is justified by what is being done to develop and improve hotels and other facilities.

The number of beds available is fast approaching a million. In 1975, the last year for which full figures are available, it stood at 942,297, encompassing hotels, pensions and campsites. If this figure is used as the yardstick, progress has been rapid. In 1965 there were 385,409 beds; in 1970, 647,764.

"Because the number of holiday bookings was fewer

than we hoped at the beginning of this year, we undertook an extra publicity campaign," Mr Gashi explained. "We spent over £22,000 on this additional effort, but there is a limit to what we can achieve." Like others engaged in tourism, he is aware that some trends have to be endured. He hopes that Yugoslavia's bad patch will not last long.

There is a much wider market for holidays to Yugoslavia than a few years ago, so when economic circumstances improve tourism growth will have a broader foundation. And nothing can detract from the improvement in hotels and other facilities. Those which appear in the inclusive holiday brochures are of a high standard—modern in design and with baths or showers in all rooms. They have been built in many cases as part of a complex, creating new resort areas close to old towns or seaside villages.

The Diamond hotel at Ploce is a good example. A 600-bed "B" category establishment whose facilities include a heated indoor pool, an outdoor pool, gymnasium, bowling alley, tennis courts, miniature golf course and sauna and massage rooms. A two-week holiday there this summer may be had from £132, a price which stands comparison with that charged for a similar standard in any other country.

Two important developments have taken place at Dubrovnik and Portoroz. On the Lapad peninsula, just two miles west of Dubrovnik, the hotel complex

Dubrava is now operating. Four hotels—the de luxe President, and the A category Plakir, Argosy and Tisina—provide a total of some 2,000 beds. Two more hotels are scheduled to be built there and it is generally expected that the 1980 convention of the Association of British Travel Agents will be held in Dubrovnik.

In that case, they will need to build a convention centre. Mr G. A. Winkley, the sales and marketing manager of Yugotours, said: "But I am sure that once they decide to do so it will get built very quickly. The Yugoslavs have a great reputation in this regard."

Advantage of being specialists

Mr Winkley's company specialises in holidays to Yugoslavia and celebrates its twentieth anniversary in 1977. His interpretation of present trends matches that of Mr Gashi and he, too, is optimistic. Yugoslavia is no worse off than anybody else, and as the specialist company we are at an advantage," he said.

"Some tour operators have curtailed their programmes but we have not and do not expect to do so. But as the specialist company we are at an advantage," he said. "Some tour operators have curtailed their programmes but we have not and do not expect to do so. But as the specialist company we are at an advantage," he said.

These mainly through tourist clubs in Britain. "That programme always goes well and is generally sold out completely," Mr Winkley said. "Though the brochure has only recently appeared, we have already sold 50 per cent of our capacity."

In common with most other tour companies, Yugotours suffered a lack of bookings during the first weeks of the year, but business is now on a par with 1976 and an extended booking season should make up for the January shortfall.

A point emphasized by Mr Jankovic was that tourists are being encouraged to see more of Yugoslavia by taking two-centre holidays or staying at lakeside resorts—Okrid, Plitvice, Bohinj and Bled. A programme of road building and improvement will facilitate travel from the coast to inland resorts.

Mr Jankovic also talked of the main development at Portoroz, the popular lacustrine resort, where a 1,500-bed holiday village was recently opened. "Our plan is to provide 5,000 beds at Dubrovnik and at Portoroz," he said.

Such building projects reflect the optimism Yugoslavia has in its future as a centre of tourism. There is no reason why it should not succeed in attracting British visitors again when the market recovers. It offers modern hotels at pleasant seaside resorts and a coastline which, while not blessed with a surfeit of good beaches, does have scenic beauty. Its islands have long been popular, and the interior has enough variety and

history to please the most demanding of visitors. Besides the specialist Yugotours, 37 tour companies at present feature inclusive holidays in their charter flights and accommodation at minimum price, or car hire. No doubt, about 60 per cent travel on business recovery, this type of holiday will feature more in the brochures.

But for Yugoslavia at ratio among those travelling present, the signs point to a period of marking time before Britons return in large numbers to the coast and inland resorts.

BEOGRADSKA BANKA BEOGRAD



beogradska banka

The Beogradska Banka, as per its total potential, is the largest business bank in the country and ranks among the 150 largest business banks in the world.

Rendering all kinds of banking services through a wide spread network consisting of more than 250 operating units in the country and abroad.

Maintaining correspondent relations with 750 foreign banks and direct correspondent relations with over 150 foreign banks all over the world.

BEOGRADSKA BANKA—
HEAD OFFICE
2-4 Knez Mihajlova, 11001
Beograd P.O.B. 935
Telephone: (011) 624-455
Telex: 11-712 YU BGEANK
Cables: BEOBANKA

REPRESENTATIVE OFFICES
ABROAD:
LONDON, 108 Fenchurch Street
Telephone: 481 1902
Telex: 687 689
PARIS, 71 Avenue des Champs
Elysees
Telephone: 339 91 16
Telex: 290 438
FRANKFURT/MAIN,
15 Schillerstrasse
Telephone: 28 57 93
Telex: 416 798

Agencies:
Wien, Stockholm,
Duesseldorf, Hannover,
Muenchen, Stuttgart
Information Bureaux:
Amsterdam, Bruxelles

Participations:
LFB, Internationale
Hindelsbank AG,
Frankfurt/Main
International Investment
Corporation for
Yugoslavia, Luxembourg
Development Bank of
Zambia, Lusaka.

Inexproduct Ltd

27 Chancery Lane, London WC2A 1NF
Telephone: 01-405 5226 (4 lines) Telex: 27771

Organisation for promotion of
TRADE AND FINANCE
between:

UNITED KINGDOM AND YUGOSLAVIA

Appointed agents of Yugoslav companies for sales of:
pharmaceuticals — synthetic fibres — chemicals — metals — metal products and machinery — non-ferrous metals — ferro alloys — minerals — products of electrical and electronic industries — foodstuffs — wines, etc.

As a part of the largest Yugoslav trading group, Interexport, Belgrade, we are in a position to arrange joint ventures, designing and contracting, industrial co-operation, capital investment projects or any other commercial undertaking, large or small.

representatives in the United Kingdom for:

INEX TURIST
INEX FILM

owners of hotels, motels, spas, hunting grounds, rent-a-car, buses, yachts, airplanes.

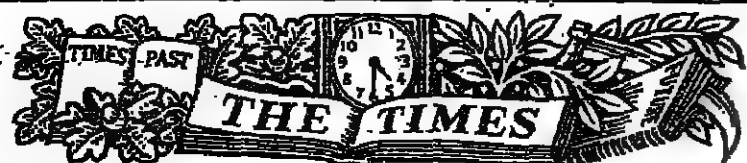
Authorised for financial transactions:

PARENT COMPANY:
INTEREXPORT
Kolarceva 8-10, Belgrade



The town of Korcula on an island off the Dalmatian coast.

مكتبة الأمل



New Printing House Square, London, WC1X 8EZ. Telephone: 01-837 1234

VERDICT TONIGHT

Has this Government any further useful purpose to serve? The verdict that the House of Commons returns at ten o'clock tonight will have been reached via careful consideration of party advantage. But that will not altogether obliterate or push aside the fundamental question that is to be resolved. In its devious way the Commons will address itself to that. Certainly the political nation outside Westminster looks to it to do so.

The Government that came into office in October, 1974, had behind it a slender minority of the popular vote. It was equipped with a manifesto containing a list of legislative and fiscal measures which were at best irrelevant to the serious economic malfunctioning of the nation, and at worst aggravated it. These Government proceeded to ram through Parliament by courtesy of the nationalist parties' obsession with the promise of devolution and the reluctance of any party to force yet another general election. The claim that there existed a popular mandate for all these items in the programme was bogus. Ministers themselves frequently disapproved of them. But they were rigidly adhered to as forming the one political programme round which a querulous party could coalesce.

Paying the price

That phase is over. Most of the manifesto items are now ticked off. We have a different Prime Minister out of a different mould. The constraints from which there is no escaping by a chronically indebted nation at last penetrated the Cabinet room. In the fiscal, monetary and expenditure areas the Government was constrained to move back to policies bearing some relation to the true position of the country. That was the cost of internal party ructions. The unwillingness of the full Parliamentary Labour Party to endorse the Government's future expenditure proposals triggered off the present crisis. Meanwhile the Government's electoral minority is now reproduced as a parliamentary minority. It accepts the defeat of, or pushes out of sight, legislation for which there is not consensus in the Commons. The Labour Government's socialist reach has been drawn, as the Tribune MP Mr Neil Kinnock ruefully admits in a letter on this page, today.

The repentance is welcome, but it does not earn exceptional moral credit. It invites Carlyle's retort about the woman who announces that she accepted the universe: "Gad, she'd better. Certainly it does not turn Mr Callaghan's Government a right to be allowed to continue in office."

His Administration has been weakened by the death of Mr Crosland and the Europeanization of Mr Jenkins. It is still seriously at odds with the national executive committee of the Labour Party and a large slice of the P.L.P. Its parliamentary position is now so pre-

carious, with the possibility that impending by-elections will inflict further injury, that respect for its authority and willingness to do business with it may both be affected. It is pursuing policies in the economic sphere which sit more comfortably with the attitudes of its Tory opponents than with those of the Labour Party; and although a socialist government applying Tory measures sometimes has a better chance of making them stick, it is a dispiriting course both for Ministers and for those to whom they look for support. This is a disabled Administration in deep parliamentary trouble. These are substantial reasons, and many will think them conclusive reasons, for giving it the coup de grace tonight.

But there is another side to the argument. The inconveniences of a mid-Parliament, mid-session dissolution weigh little against urgent political reasons for a general election, but they are not negligible. It would now require the postponement of an effective budget. It would have to be disentangled somehow from the local elections in early May. A fair amount of humdrum but useful legislation would be lost. The electorate does not take particularly kindly to being hurried by electioneering until the time is due or unless the necessity is obvious.

There are also more positive reasons for avoiding an election at this moment. Granted that a Labour government which is on parole to the Liberal Party as well as to the International Monetary Fund will not take its place in history as a great creative force; yet the position of the country is not one which cries out for immediate radical changes in policy. Under the tutelage of events and of the IMF the Government yanked its central economic policy round in the course of the winter until it is now pointing roughly in the right direction. It also mediates a much more realistic view of the country's predicament and of what will be entailed by the effort to recover strength. Also the message has now been received that, largely because of the fiscal swindle whereby the entry points to the different rates of a progressive income tax are adjusted too little or not at all to the spiralling rate of inflation, the incidence of direct taxation is now very generally regarded as oppressive.

A renewal of confidence

There is still much to criticize about the Government's policies and attitude, and the strong Conservative objection to the composition of the cuts in planned growth of public expenditure is well taken. All the same there has been a perceptible renewal of confidence in the British economy and polity both in the international financial markets and in domestic industry and commerce. This confidence is tender and of small growth, but it would probably be best fostered in the immediate future

by a stable framework of policy and an absence of political upheaval.

There is also on the tapis the tortured question of phase three of incomes policy or, if it is preferred, controlled re-entry into a state of free collective bargaining. The rigidity and uniformity of phases one and two are not repeatable, nor is it the least desirable that they should be repeated. Yet a wholly uncoordinated scramble by the unions to extract compensation in full for price inflation and simultaneously to preserve their relative gains or make up their relative losses of the past year or two would have a most damaging effect on confidence and on the movement of inflation and/or unemployment.

Talks would go ahead

The Conservatives are not blind to this, and if the words of Mr James Prior, their spokesman on employment, are to be followed it appears that they would seek from the trade union leadership assurances that could hardly be greatly different. The question is which of them is more likely to get what they want. A serious criticism of Labour's "social contract" up to now is that they have paid too high a price in terms of social policy, economic management, and legislative favours bestowed, for the observance of voluntary restraint by the trade unions. In its present parliamentary position the Government is unlikely to be able to repeat that bias.

As for the Conservatives the "confrontational" noises emitted by some trade union chiefs should not be taken too literally. The trade union movement would be invited to do business with a Conservative Government and the invitation would not be refused. A very large and clear electoral declaration in favour of the Tories would facilitate cooperation. A close result, and trade unionists might be less wholehearted in their acceptance of the verdict. The prospect of a beneficial Labour-union deal must still be reckoned better than that of a beneficial Tory-union deal. And if no deal is to be had, the consequences of this Government's having failed to bring it off would be less ominous than the consequences of a new Conservative Government's having tried and failed.

It is our judgment, then, that this Administration, as it now addresses itself to its responsibilities, and disciplined by the need to look beyond monopoly support in Parliament, still has a useful purpose to serve; and that it would be better were it not turned out of office tonight. This is not to say that its usefulness is of more than limited duration. It is not. By the autumn the things that it is now better equipped to do it will either have done or have failed to do. Nor is this to say that if the vote goes against the Government tonight and a general election is called, the Labour Party will deserve to be returned to power for another five years. It will not.

The censure motion: coalition or an election?

From Mr Neil Kinnock, MP for Redwells (Labour)

Sir, Labour objections to coalition government are not based on the view that they are, in your words (The Times, March 21), "a mark of mortal sin" or anything quite so theological.

They arise from experience of coalitions and acquaintances with coalitions and are rooted in the evidence that coalitions are governments in spite of the people by a self-appointed clique of self-anointed "moderates" for the benefit of economic orthodoxy. Their constituencies are in the City of London, the City of Westminster, and the City of London.

The left does not "fear compromise" or "fear coalition" in politics if we did—and neither do we "relish" the opportunities afforded to us by a Tory government. There will certainly be a new scale of anger and industrial warfare if Mrs Thatcher's most implacable Social Market policies are put into effect. But there is no profit for democratic socialism or for Britain in that chaos, misery, insecurity and fear.

So what of an "arrangement" with the Conservatives? You seek to disarm with the hope of something which "would permit the present Government to stay in office for a while ensuring that there would be no extremist measures." What "extremist measures" pray? The most effective wage control policy in modern history? A £5 billion cut back in public spending programmes? A repeatedly demonstrated determination to save the pound and cut the PSBR regardless of electoral consequences? Obviously I have my own critical views of such policies and they are not secret. But only the most jaundiced Establishment eye could regard the Labour Government as "extremist" and only the blindest Liberal leader think of their policies as "full blooded socialism."

You may favour "staying in office for a while" but within weeks you will be mercilessly critical of a Government hanging on to office. And what democracy or stability is there in a Liberal-led warring Labour dog?

If the Labour Government wins on Wednesday night, as it deserves to do, it will have to be because the Liberals and other looked on as "moderates" have decided that reality was the better part of valour and denied support to Mrs Thatcher. Extremism, mortal sin and unfulfillable deals will play no part. Practically will.

Yours sincerely,
NEIL KINNOCK,
House of Commons.
March 21.

From Lord Harewood-Nicholls
Sir, As one who told Mr Jeremy Thorpe and the then Chief Whip, Mr Cyril Smith, that they were ill advised to advise the Young Liberal activists to put them off agreeing a "deal" with Mr Heath, who was in a position to deliver, I now counsel Mr Steel that it would be a mistake to expect any deal from the Tories. The same man, Mr Callaghan, for the simple reason that, while weeks, neither the Labour Party Executive nor the left wing element of the trade unions will allow him to deliver his side of any bargain.

BBC in Northern Ireland

From Mr Keith Kyle
Sir, As the television journalist who interviewed Mr Bernard O'Connor, the Enniskillen schoolmaster, on the BBC Tonight programme I would like to add my comments on the issues which the interview raised.

Mr O'Connor, who has at no time been charged with any activity remotely connected with the IRA and who most vigorously denies any association now or in the past with terrorism, gave a remarkably detailed and articulate account of what he alleged to have happened while he was held under arrest for interrogation at Castlereagh barracks. If this account is correct Mr O'Connor's experience is in direct violation of the directive of 1972, cited by the British Government's pleadings before the European Commission of Human Rights at Strasbourg that "under no circumstances must there be resort to physical violence, blindfold or hood, standing or other positions of stress for long periods to induce exhaustion... (Prisoners) must not be threatened, insulted or subjected to torture or cruel, inhuman and degrading treatment."

It is on the basis of such accounts that the British Government has been claiming that all danger of improper treatment has long since passed and that, since it

Indeed there is a big doubt whether these elements can be carried to the point of implementing the IMF Budget next week to which Mr Healey is committed. So an election would still be held.

The same risks as now to Liberal parliamentary gains but with the party having given the appearance of putting temporary self-interest before the nation's need to be rid of socialist extremism. Yours sincerely,
HARMAR-NICHOLLS,
House of Lords.
March 21.

From the Rev. William C. Elliott

Sir, You rightly suggest in your leading article today (March 21) that it would be preferable in the national interest for the present Government to remain in office for a while rather than to have an immediate election.

The Conservatives are always claiming to be the party which puts the national interest first. Are there not at least half a dozen Conservative MPs who put the national interest first and abstain from supporting the no confidence motion on Wednesday? Actions speak louder than words. Yours faithfully,
WILLIAM C. ELLIOTT,
21 Highfield Avenue,
Hartfordshire.
March 21.

From Mr A. T. Cropper

Sir, The problem which is currently exercising Mr Callaghan's mind could also be an opportunity for him to make a break to the haven of a social democratic Party, unencumbered with the lunatic left wing. He would still be left with an improved chance of winning a General Election either now or in the future.

If Mr Callaghan would consummate an alliance with the Liberals that would enable the Government to follow policies that the Liberals would support, which the Government wish to follow and which the main body of the middle ground of the electors desperately want him to follow, then, with luck, this would be too much for the entryist left wing to stomach. If they were seen therefore to bring the Government down, then they could be validly thrown out of the Parliamentary Labour Party. The P.L.P. could then fight an election with a voting alliance with the Liberal Party, with candidates fighting for the official Labour Party, the P.L.P., against the left wing renegades, as well as against the Tories. The same man, Mr Callaghan, would carry with him, not only the vast majority of Labour voters, but also the Liberal voters, who would be used to much greater effect than ever before, but also the great army of non-voters who have become disillusioned with the present schizophrenic Labour Party and are appalled at the prospect of the Thatcher alternative.

James Callaghan is the only person who can achieve this, not for any particular personal qualities, but because he is the possessor of the identity of the Labour Party. Whoever can put candidates up under the banner of the Labour Party, gets the votes. The same man, Mr Callaghan, would carry with him, not only the vast majority of Labour voters, but also the Liberal voters, who would be used to much greater effect than ever before, but also the great army of non-voters who have become disillusioned with the present schizophrenic Labour Party and are appalled at the prospect of the Thatcher alternative.

Yours sincerely,
NIGEL LAWSON,
Quondam principal publisher of Mr T. C. Stillington-Lodge,
House of Commons.
March 22.

From Mr Barry Mortimer, QC

Sir, Cannot the Prime Minister solve all his difficulties by setting down a motion of no confidence in the opposition? Yours faithfully,
BARRY MORTIMER,
5 King's Bench Walk,
Temple, EC4.
March 22.

performance of its terms as well as that of others.
Mr R. A. Bruce, the Secretary of State for Northern Ireland, has stated that following the Tonight programme interview he has "given a measure of urgency" to completing the investigation of Mr O'Connor's complaints because "I'd like it to be cleared up as quickly as possible." (People's Press, 13 March 1977.) Mr Mason deserves to be fully supported in that resolve. Yours faithfully,
KEITH KYLE,
25 Dordrecht Road, NW3.

From Mr R. A. Bruce
Sir, Lord Kilbracken (March 17) accuses British soldiers of having killed two suspects in Northern Ireland. He states that the existence of a cross, drawn by a ball-point pen, on the wall of a regimental interrogation room, the suspects allege that they had to keep their eyes fixed on this cross whilst adopting a "penal stance". The existence of the cross may be regarded as convincing evidence that the suspects were indeed interrogated in that room; it affords no proof whatsoever that they were also ill-treated. Yours faithfully,
R. A. BRUCE,
118 Halkin Place,
Aberdeen.

Christ Church is not prepared to contribute anything towards its insurance. The heavy cost of insurance is being retained and the Christ Church will accordingly continue to fall on the trustees or members of the Evelyn family, as in the past, since the heirloom maintenance fund (which was set up many years ago, under an order of court, by the trustees) is almost exhausted. It will have to be replenished out of the proceeds of the sales now taking place.

The Evelyn family feels that the most important things to retain are the manuscripts, and particularly that of the Diary—because they are unique. The trustees have accordingly agreed, at the express request of the adult beneficiaries, to defer (as long as possible) the sales of the manuscripts still at Christ Church—including, of course, the manuscript of the Diary.

The trustees cannot, however, afford also to retain the printed books. But provided the sales of the Library—and of the other items to be sold—realise enough, the trustees hope that it will be possible to retain the manuscripts indefinitely.

The reason for selling the Library in lots by auction, rather than by any other means, is quite simply because the trustees are satisfied from the advice they have had, that only by so doing can they hope to ensure obtaining the maxi-

The price is a government of the centre left, with overwhelming popular support and also, I suspect, union and industry support, judging by the stock market reaction to the possibility of a Conservative government today. The alternative is at best a bodged alliance with the Unionists or somebody, and a short postponement of collapse. As a negative bonus, the lunatic left wing would still be there to drag any future Labour government down again and again. Harold Wilson would never have had the courage to have achieved this, Jim Callaghan has shown himself to be more imaginative.

Yours faithfully,
A. T. CROPPER,
100 Yorkley Road, N16.

From Mr David Green
Sir, The Government—not without some justification—has been pleased to describe itself as a coalition. No conceivable party with minority parties can not be together: for the concessions that they would require would repel from the left wing of the party more votes than they could bring with them.

On the basis of present positions in the House of Commons the scene is very dismal. But that scene could change radically following an election. The consequences might well be that both major parties could not merely afford to dispense with extremist wings; they might have to. Circumstances might then exist in which centre moderates of all parties could coalesce; and a long overdue realignment, isolating extremists on the extremes where they belong, could take place. Much of the dismal performance of governments since 1945 has been directly due to their need to compromise within their own parties with extremists who have only been in them because our system offers no other route by which they may articulate their views. An election from which no party emerges with an absolute majority may be the only way in which this problem can be resolved.

Yours faithfully,
DAVID GREEN,
Rhyd yr Harding,
Castell Moria,
Pembrokeshire.
March 21.

From Mr Nigel Lawson, MP for Blaby (Conservative)

Sir, I am not surprised to read in your columns today (March 22) Mr Skeffington-Lodge's praise of your leading article last Saturday, "Parliament's Choice". For it was clear from both the style and the content of that article that only he could have written it. Yours sincerely,
NIGEL LAWSON,
Quondam principal publisher of Mr T. C. Stillington-Lodge,
House of Commons.
March 22.

From Mr Barry Mortimer, QC
Sir, Cannot the Prime Minister solve all his difficulties by setting down a motion of no confidence in the opposition? Yours faithfully,
BARRY MORTIMER,
5 King's Bench Walk,
Temple, EC4.
March 22.

performance of its terms as well as that of others.
Mr R. A. Bruce, the Secretary of State for Northern Ireland, has stated that following the Tonight programme interview he has "given a measure of urgency" to completing the investigation of Mr O'Connor's complaints because "I'd like it to be cleared up as quickly as possible." (People's Press, 13 March 1977.) Mr Mason deserves to be fully supported in that resolve. Yours faithfully,
KEITH KYLE,
25 Dordrecht Road, NW3.

From Mr R. A. Bruce
Sir, Lord Kilbracken (March 17) accuses British soldiers of having killed two suspects in Northern Ireland. He states that the existence of a cross, drawn by a ball-point pen, on the wall of a regimental interrogation room, the suspects allege that they had to keep their eyes fixed on this cross whilst adopting a "penal stance". The existence of the cross may be regarded as convincing evidence that the suspects were indeed interrogated in that room; it affords no proof whatsoever that they were also ill-treated. Yours faithfully,
R. A. BRUCE,
118 Halkin Place,
Aberdeen.

Christ Church is not prepared to contribute anything towards its insurance. The heavy cost of insurance is being retained and the Christ Church will accordingly continue to fall on the trustees or members of the Evelyn family, as in the past, since the heirloom maintenance fund (which was set up many years ago, under an order of court, by the trustees) is almost exhausted. It will have to be replenished out of the proceeds of the sales now taking place.

The Evelyn family feels that the most important things to retain are the manuscripts, and particularly that of the Diary—because they are unique. The trustees have accordingly agreed, at the express request of the adult beneficiaries, to defer (as long as possible) the sales of the manuscripts still at Christ Church—including, of course, the manuscript of the Diary.

The trustees cannot, however, afford also to retain the printed books. But provided the sales of the Library—and of the other items to be sold—realise enough, the trustees hope that it will be possible to retain the manuscripts indefinitely.

The reason for selling the Library in lots by auction, rather than by any other means, is quite simply because the trustees are satisfied from the advice they have had, that only by so doing can they hope to ensure obtaining the maxi-

mum price. A sale in any other manner, presupposes that it is practicable to estimate accurately what the books should realise on a sale by auction. But the trustees are advised that this is not possible. Certainly, the very high price obtained for the Grilling Gibbons table illustrates the difficulty of estimating the effect on prices of such a documented and distinguished provenance.

It is hardly necessary to stress that the trustees' primary duty is to their beneficiaries, both born and unborn. The trustees might lay themselves open to very heavy liabilities if they were to act as philanthropists (even in the national interest) at the expense of their beneficiaries.

The writers of this letter consider it unreasonable that, when greatly cherished family possessions have to be disposed of, criticism (express or implied) should be levelled at the trustees for carrying out the disposal in such a manner as will best serve the interests of their beneficiaries, when taxes are levied at rates which make such sales inevitable.

Yours faithfully,
TAYLOR AND HUBBERT,
2 Raymond Buildings,
Gray's Inn, WC1.
KENNEDY PONSOMBY AND PRIDEAUX,
46 Cannon Street, EC4.
March 22.

Cost of Sunday letter collection

From the Managing Director of the Post Office

Sir, Sir Robert Lusty and others ask for the return of the Sunday collection (letters of March 17 and March 19).

During the past 18 months the Retail Price Index has risen 25 per cent while postal prices have remained stable, and our proposal now is to increase the minimum increase of 1p in June equivalent to 9 per cent overall. Any higher increase would mean fewer letters posted with the subsequent price increase coming sooner or being larger.

In order to maintain price stability we have introduced a rigorous programme of economies. These have been mostly internal, but we have also asked the customer to contribute by forgoing marginal services where the demand is relatively low and the cost per letter is high. Sunday collections fall into that category. Savings from not having Sunday collections have been running at £8m per annum, a very important saving.

That is why we have concluded that we ought not to restore collection on Sunday in any circumstances, but we are looking at ways in which we might improve the limited Sunday collection facilities which already exist from main spring offices.

Yours faithfully,
A. CURRIALL,
Post Headquarters,
Str Martin-le-Grand, EC1.
March 21.

From Miss Brenda Johnston

Sir, To be fair to the Post Office, may I say that here, 560 miles north of London, it is possible to post first-class letters on Sundays for collection 5.45 am Monday, and be confident that when an urgent reply is required, it will arrive, at the latest, on the following Thursday by 11 am—country delivery. Yours faithfully,
BRENDA JOHNSTON,
Scotounhill Farm,
Elgin,
Moray.
March 20.

The Burma Act

From Mr J. Enock Powell, MP for Down, South (United Ulster Unionist Coalition)

Sir, In your obituary today of Sir Reginald Dorman-Smith, you write that Sir Reginald was a "devoted republican" without following the example of India of remaining a member of the Commonwealth. There was no example to follow. The Burma Act, 1947, preceded the British Nationality Act, 1948, which—some might think unhappily—altered the basis of British citizenship so as, for the first time, to make such a choice possible. I am, Sir, etc.
J. ENOCK POWELL,
House of Commons.
March 22.

Doctor manpower

From the Secretary of the British Medical Association

Sir, I cannot agree with Claire Whitmore, Oxford Public Affairs Unit (March 18), that a "new breed of paramedics" should be incorporated into a restructured Health Service.

There is no need for a new Health Service. The range of functions encompassed by medical, nursing and allied professions is adequate for the management of individual patients' conditions. The BMA did give careful consideration to this suggestion which is by no means a new one—in preparing its own evidence to the Royal Commission on the NHS and concluded that "the introduction of physician assistants, nurse practitioners or fieldworkers would not be in the best interests of patients."

Every patient should have the right to consult a properly qualified doctor who has had the long training and experience necessary to make an accurate diagnosis. The doctor must retain ultimate responsibility for the care and treatment of his patients. Nevertheless he will recognise the individual expertise of his auxiliary colleagues and will often delegate work to them. But patient's access to a medically qualified doctor must not be diverted to auxiliary staff.

Yours faithfully,
E. GREY-TURNER,
Secretary, British Medical Association,
Tavistock Square, WC1.

From the Master of Marlborough College

Sir, Those of us who work in secondary schools are being constantly reminded these days of the importance of educating people to spend their working lives in such a way that the whole community benefits. In particular we are urged to make sure that more able people go into industry. These are healthy reminders; and we are trying to heed them.

But though industry is the largest, it is not the only way in which Britain earns her living in the world. People work best where they are keenest to work. Many more want to be doctors than there is room for in our medical schools. Moreover, the demand for places in these schools is worldwide. In the Far East and the Middle East, the reputation of a British medical education stands high. English is the lingua franca of medicine all over the world. Good overseas students and good British students alike are being excluded from a medical education through shortage of places.

Very large sums of the nation's money are invested in ways which bring little profit to the country. Might not the creation of fresh medical schools earn us precious foreign exchange by attracting foreign students, give employment to those who build them and those who staff them; and enable more students from all over the world to earn their living in a way which brings fulfilment to them and healing to others?

Yours faithfully,
ROGER ELLIS,
Marlborough College,
Wiltshire.

WEST GERMANY'S NUCLEAR WOES

West Germany has run into a triple crisis over nuclear energy. The Government is under very heavy pressure from the United States and the Soviet Union not to sell a nuclear reprocessing plant to Brazil. At the same time its own domestic nuclear power programme has been brought practically to a standstill by protest groups. This has provoked a worried debate on public order and the failure of political institutions to measure up to the challenge.

The Brazilian deal was signed in 1975 and is worth about £3,000m. It involves the sale of eight reactors, a uranium enrichment plant and a reprocessing unit. The Americans point out that this comes fairly close to selling a nuclear bomb to Brazil, which has not signed the non-proliferation treaty. The Germans say they are imposing the tighter safeguards than the International Atomic Energy Agency, and that their commercial credibility is at stake. Both Germans and Brazilians want more independence from American supplies of enriched uranium, which in recent years have been manipulated in ways which do not enhance confidence. Perhaps the Brazilians also want a bomb, or at any rate the political power which goes with the capacity to make one.

It is easy enough to understand German and Brazilian interests but the dangers to mankind that flow from the proliferation of nuclear capability are so great that these interests should take second place. Moreover, if West Germany looks at her wider interests the damage that the Brazilian deal is doing to her foreign relations is likely to outweigh the commercial advantage. Relations with the United States are now seriously affected. The problem of ensuring that developing countries have enough electricity without

becoming excessively dependent on the United States should be tackled, partly by developing other sources of power, coupled with conservation, and partly by trying to put fuel enrichment and reprocessing under some sort of international or regional machinery.

Inside West Germany the struggle over the domestic nuclear programme is provoking even more concern. The debate has now gone far beyond the questions of safety, which sparked off the protests and moved the Administrative Court in Frankfurt to halt building operations on one reactor. It has become a debate on German institutions, social change, and the inadequacy of the political system. This is largely because the protest movement has attracted an extraordinary mixture of middle class professionals, and extremists of right and left who clearly represent something wider than the student protests of 1968 or the earlier campaigners against post-war rearmament. The nuclear issue is, in fact, only one of many issues now occupying thousands of civic action groups which have mushroomed around the country, and if it still commands only minority support—53 per cent of Germans are for nuclear power stations, according to one poll—it seems to give expression to a deeper unease which has nothing directly to do with nuclear energy.

Explanations abound, of course, the most familiar being that people feel helpless in the face of accumulations of institutionalized power. They believe they cannot influence events through the normal channels of political representation, either because party politics are divorced from perceived realities or because the politicians are

shifting more and more decisions on to technocrats and bureaucrats, who are even less accessible. They therefore resort to direct action based initially on small groups.

There is probably a good deal in this analysis, which means that the protests have to be taken seriously as a social and political phenomenon, even though they are undoubtedly being exploited by extremists and trouble-makers. But are they right on the nuclear issue? West Germany faces energy problems much more serious than those of Britain, which can rely for some time on North Sea oil. If the nuclear programme remains halted there could be serious shortages of power in the foreseeable future, which would be more likely to usher in a harshly authoritarian regime than the semi-pastoral participatory democracy for which some of the more romantic protesters appear to hope. On the other hand the light-water reactors are slightly more risky than the type used in Britain, so safety is a genuine issue, even if it has now been inflated. There is also the argument that once West Germany is launched into such a large and expensive programme she will be distracted from research into conservation and future alternative sources of power.

There is, therefore, an urgent need in West Germany for a serious and informed debate on the subject (such as the Royal Commission on Environmental Pollution sought to initiate in Britain) so that people at least have the feeling that their institutions are responding to their doubts and elucidating the facts. So far there has been nothing in parliament or outside it appropriate to the magnitude of the problem and the depths of emotion it is capable of touching.

Setback for
hopes of
Co-op merger
page 20

EEC industry chief gives warning of strong action to stop subsidies on steel

From Michael Hornsby
Brussels, March 22

Viscount Etienne Davignon, the EEC commissioner responsible for industrial policy, said today that the commission was prepared to use the powers it had under the treaty establishing the European Coal and Steel Community to ban subsidies or aids granted by member states to their steel industries.

Unveiling new proposals for the long-term rationalization of the EEC's steel industry, Viscount Davignon stressed that use of these powers would be a secondary line of attack.

"My first weapon is persuasion," he said. "Member Governments must be made to see the necessity of fitting in their investment plans with overall Community policy."

Under questioning, Viscount Davignon insisted that, after talks here with Mr. Kaufmann, Minister of State at the Department of Industry, he was satisfied that neither British Steel's planned £835m expansion of its Port Talbot plant nor the reprieve for its Shotton works in North Wales ran counter to the commission's rationalization objectives.

Viscount Davignon said that the commission's proposals, which include setting minimum prices for steel products and the introduction of a system of import licences, would be submitted to the EEC summit in Rome at the end of this week because it was essential that member Governments "indicate they share our diagnosis and the remedies we are proposing."

EEC steel plants were in general operating at no more than 65 per cent of capacity, he said. It had become clear that the prolonged crisis in the steel industry reflected not



Viscount Davignon: Satisfied with Port Talbot project.

merely a cyclical economic downturn but also a fundamental imbalance between capacity and demand. This could be corrected only as a Community basis.

The new proposals are intended to reinforce the commission's existing anti-crisis measures based mainly on voluntary pledges by steel companies, or groups of companies, to limit their sales on the EEC market to specified levels. (There is no limit as such on production or stockpiling.)

These existing measures, which were introduced on January 1 and recently extended until the end of June, have had little discernible impact so far, even though 90 per cent of producers are said to be abiding by them.

In an attempt to arrest the continuing deterioration of steel prices, the commission is

now proposing the introduction of obligatory minimum prices on the EEC market for reinforcing bars and voluntary minimum prices for other steel products.

This would be coupled with a system of import licences which would be issued automatically on production of a purchase contract. The purpose of the system would be to monitor imports and make it easier to detect unfair commercial practices, such as dumping, the commission maintains.

Viscount Davignon insisted that there could be no question of physical controls on steel imports. Imports were only partially to blame for the depressed steel market, and as a major trading block the EEC had nothing to gain from a policy of "closing doors and retreating into isolation."

Instead, the commission would pursue its present policy of seeking voluntary price and export quota agreements with steel producers in the Community as Japan, Spain, South Africa, South Korea and East Europe.

Internally, the EEC must make more use of the European Investment Bank, the regional and social funds and the ECSC budget to finance the creation of new jobs, and the re-training of steel workers made redundant by rationalization.

In part, this meant channelling investment loans much more selectively to rationalization projects and to creating other jobs. The commission intended to raise some 600 to 700 million units of account (about £370m to £470m in loans of this kind in 1977). About a third of this sum would be advanced as subsidised rates of interest.

UK nuclear groups in Kuwait tender

By Roger Vielvoys
Energy Correspondent

The Nuclear Power Company, the operating arm of the National Nuclear Corporation, and GEC Reactor Equipment are to bid for a multi-million pound contract to build a 50 megawatt training reactor in Kuwait.

Talks have already taken place between the companies and the Kuwait Ministry of Electricity and Water. A tender is expected in about three months' time in the face of stiff competition from the German, French and, possibly, the Japanese.

NPC is not disclosing the type of reactor involved in the bid, mainly because the company is also undertaking an assessment for the Government of the British nuclear reactor programme.

This assessment, due to be handed to the Government next month, has now slipped behind schedule and will not be ready until June. The company sees a conflict of interest in carrying out the assessment and stating publicly that it is offering a specific type of reactor to an overseas customer.

Kuwait has decided to embark on a gradual changeover to nuclear power, generating electricity and its desalination plants.

The training reactor will produce about 40 megawatts for electricity production with the remaining 10 megawatts channelled into an associated desalination plant, which will also be part of the contract. Kuwait's 1300 MW electricity system is based on oil and natural gas as generating fuels. However, demand is increasing at about 15 per cent a year and the reserves probably running out towards the end of the century. Kuwait has decided to start on the road to nuclear power.

Under the proposed contract, Kuwaitis will be trained in nuclear technology. NPC feels that a Kuwaiti approach to nuclear power may be followed by other Gulf states, opening a small but potentially valuable market for small reactors and the possibility of full-sized follow-up orders.

For NPC, an order from Kuwait would be particularly valuable in view of the uncertainty about the British nuclear programme. Government permission has been given for the contract bid.

Babcock raises Morris offer

By Our Financial Staff

Babcock & Wilcox last night raised its offer for the takeover of Morris from 14p to 20p, valuing the company at £6.3m.

The Morris board immediately rejected the revised terms as "not satisfactory" and proposed subject to Treasury permission, to double the net dividend for the current year to 20p.

Morris has forecast a significant profit increase this year, but the revised terms of the proposed dividend would have been less than twice covered. Last year the dividend was increased from 6p net to 10p net.

Before the revised terms were known, Morris's shares closed 2p down at 18p. Babcock originally offered 12p a share, the price it paid Amalgamated Industrials for its stake.

Vauxhall wins biggest order

A contract for 5,600 Bedford vans worth about £8m—the biggest vehicle order in Vauxhall's history—has been placed by the Post Office.

When deliveries are completed at the end of the year, the total number of Bedford vans to enter Post Office service will be 23,000. "Bumper" vans these vehicles would almost stretch from London to Brighton," a Vauxhall spokesman said yesterday.

Two join Industrial Advisory board

Two appointments to the Government's Industrial Development Advisory Board announced yesterday are Mr. S. T. Graham, director and chief general manager of the Midland Bank, and Mr. E. Hammond, a full-time executive councillor of the Electrical, Electronic, Telecommunications and Plumbing Union.

Mr. E. R. Boyd, deputy managing director of GEC, and Mr. R. E. Lloyd, chief executive of Williams and Glyn's Bank, have left the board.

Marginal decline in Community jobs

The number unemployed in the European Community declined 1.75 per cent in February from January, but was still up 3.3 per cent from the February 1976 level. The Commission reported in Brussels yesterday. The jobs total was 5,772,000 at the end of February, down from 5,876,000 a month ago and up from 5,586,000 a year ago.

The overall rate was 5.5 per cent in February, compared with 5.6 per cent in January, but up from 5.3 per cent a year ago.

Components walkout poses fresh threat to Leyland as toolroom fears reappear

By Clifford Webb

Leyland Cars' recovery from its recent crisis faced two fresh threats yesterday as a new strike added to fears that the 3,000 toolmakers may stop work again in protest at further diminution of their negotiating aspirations.

The latest stoppage at the key SU carburettor factory in Birmingham could halt carburettor supplies for all Leyland cars. Forty-one foremen walked out there following a row over another foreman's request to return to his old job as a bench mechanic.

Mr. Colin Aish was only recently promoted, but for personal reasons wished to return to the shop floor.

This would involve him in

switching back from Mr. Clive Jenkins's Association of Scientific, Technical and Managerial Staffs to the Transport and General Workers' Union—a move rejected by the foremen, who are all members of the ASTMS.

A month ago another strike involving the same foremen shut SU for two weeks.

Mr. Roy Fraser, the toolmakers' leader, is meeting the 11 members of his strike committee in Birmingham today to discuss the latest setback to their demands for separate negotiating rights.

Mr. Chris Prince, an Oxford member of Leyland's toolroom committee said last night: "It is now on the cards that the committee will be asked to revive the strike."

who voted against calling off the strike last week, said Leyland had not met the conditions he toolmakers laid down for going back.

Mr. Peter Hatto, one of the Oxford men who took part in Monday's talks, said he was not happy about the outcome.

There was no timetable for ending pay disparities or restoring differentials.

The toolmakers returned to work on Monday, enabling the company to recall most of the 40,000 laid-off workers. On the same day 16 of their representatives spent 10 hours talking with officials of their union, the Amalgamated Union of Engineering Workers, and three company executives.

But when the talks ended they angrily claimed that they

had been "conned back to work". Instead of the hoped-for establishment of a negotiating team composed of AUEW officials and toolmakers' representatives they had been offered one seat on a working group comprising all Leyland unions.

Their claims for the restoration of skilled differentials and removal of anomalies in toolmakers' pay would be only one of many claims which this body would discuss with management.

The full 63-strong toolmakers' committee was due to meet on Saturday, but last night there were suggestions that in the light of the latest setback the 11-man strike committee will advance Saturday's meeting, probably to tomorrow.

Massey output halted by fresh stoppage

A new strike yesterday halted tractor assembly at Massey Ferguson's Coventry factory, where production resumed only nine days ago after the longest and most costly strike in the company's history.

It lasted more than 11 weeks and cost more than £80m worth of tractors at retail prices. Yesterday's stoppage followed a walkout by 85 gearbox assemblers in protest at a management reply to demands for increased piecework rates.

They will return tomorrow, but are threatening to walk out again unless the company meets their demands.

Ford toolmen ready to take action if next pay round fails to restore differentials

By Tim Jones
Labour Reporter

Representatives of skilled men at Ford Motor Co yesterday left their officials on the national executive of the Amalgamated Union of Engineering Workers in no doubt that they would be prepared to take industrial action unless their differentials were fully restored in the next round of pay bargaining.

Mr. Paul Capps, the national skilled group secretary on the Ford joint negotiating committee, which includes toolmakers, told Mr. John Boyd, the union's general secretary, that their concern over the erosion in differentials was

"just as real" as that felt by their colleagues employed at Leyland.

According to Mr. Capps, the growing frustration of Ford's skilled men over wage anomalies could "boil over" unless steps were taken to end the disparities in the next pay round.

In order to demonstrate their determination, the skilled men have been engaging in a series of token stoppages throughout Ford plants which have disrupted production.

Central to the skilled men's complaint is that they, heavily outnumbered by the joint negotiating council by un-

skilled and semi-skilled representatives.

This imbalance, they claim, allows unions such as the Transport and General Workers' Union to exercise an unrepresentative influence on behalf of the grades they represent.

Mr. Capps made it clear that the skilled men would be asking for a differential payment of at least 25 per cent over and above any flat rate increase negotiated for Ford workers in the next round.

This, he said, was essential in order to halt the erosion of 22 per cent in differentials his members had suffered since 1969.

Dilemma for Standard Trust shareholders

By Adrienne Gleeson

Shareholders of Standard Trust were yesterday placed in a dilemma when, just three days before the offer for their assets backing, Schlesinger is looking for no such discount.

So where the Pension Funds bid values Standard's shares at an estimated 138p an end-February figure, Schlesinger's proposal would value them at about 145p assuming that any takers wanted to keep their cash in Schlesinger's trusts.

If they wanted to "take cash" following the unitization, Schlesinger's managing director, Mr. R. Timberlake, estimated last night that they might be worsted and up with 140p a share.

Since more than 50 per cent of Standard's shares are held by institutions, many of which will not hold unit trusts on principle, there would be a strong possibility of substantial stripping of the value of the scheme went through.

However, Schlesinger has allowed for redemptions of more than 50 per cent in calculating its figures.

Like Standard Trust's board, the British Rail Pension Funds were considering this new development last night. Standard's board has discussed the possibility of unitization with Schlesinger and others.

Financial editor, page 21.

NEB buys control of medical company

By Desmond Quigley

In its second investment so far this week the National Enterprise Board is going into the medical equipment export business.

It has taken a 55 per cent stake in a previously wholly-owned subsidiary of Allied Industries, a public company operating nursing homes, private medical, insurance schemes, a medical employment agency and an expensive Home Counties health farm housed in a former Rothschild family mansion.

On Monday the NEB announced a £240,000 investment, and thus control, of a clockmaker, Thwaites and Reed.

The NEB is getting into the medical equipment export business through a holding in United Medical Company International (UMEDI). It is paying Allied £250,000 for its stake and will make a further £175m available to UMEDI when needed.

The NEB may seem a strange partner for Allied, since Allied's medical staff agency suffered when the NHS, at the

direction of Mrs. Barbara Castle, then Social Services Secretary, cut down heavily on the employment of agency nurses.

However, Dr. Michael Sinclair, managing director of Allied, said yesterday: "I don't think we are strange bedfellows. Our interests are identical."

UMEDI will specialize in providing United Kingdom medical equipment to hospitals, particularly in the developing countries, and with initial emphasis on the Middle East, while Allied will continue to provide consultancy and management services.

Thus Allied hopes to be able to provide complete package deals to countries wishing to build and equip hospitals from scratch.

A spokesman for the NEB said yesterday: "Our investment in UMEDI should benefit all United Kingdom medical supply manufacturers. It is part of the NEB's flexible approach to boosting the contribution of manufacturing industry to the balance of payments."

Supply of medical equipment overseas dominated by two companies—American Biondi Supply Corporation and Biondi Supply, the Siemens/Philips company.



WHERE IN THE WORLD WILL YOU FIND STANDARD CHARTERED?

In Thailand. No other British bank offers you more than Standard Chartered. We've been there for over 80 years and are an important part of commercial life.

Our branches are reached direct from your nearest Standard Chartered branch in the U.K. This gives you business the combined advantages of a British bank here and an established bank in Thailand. And our system is not only a lot quicker and more reliable, it saves you money too. Good reason to ring Keith Skinner on 01-623 7500 today to discuss this.

Standard Chartered Bank Limited
helps you throughout the world

Head Office: 10 Clements Lane, London EC4N 7AB

Assets exceed £6,680 million

How the markets moved

Rises		Falls	
EE of NSW	15p to 20p	Gibbs A	4p to 4p
Beaton Clark	10p to 10p	Hewitt J	1p to 1p
Beaton Clark	5p to 4p	Jacks W	14p to 14p
Church & Co	5p to 8p	Sandeman G	3p to 4p
Deumid	3p to 4p		
ENI	5p to 22p		
Firma	5p to 35p		
FXS	10p to 10p		
Imp Cont Gas	12p to 28p		
Jardine M'son	5p to 28p		

Equities bounced back. Gift-edged securities scored gains. Dollar Premium 112.75 per cent (effective rate 39.92 per cent). Sterling lost 15p to \$1.162. The effective rate 61.8 per cent. Gold lost \$1 an ounce to 150.875.

On other pages

Business appointments	22	Annual statements:	23	Tioxide Group	21
Appointments vacant	14	Barrow Hepburn	23	F. J. Wallis	25
Share prices	26	Commercial Union	20	Preliminary announcement:	
Val Street	25	Imperial Group	23	Associated Portland	
Bank Base Rates Table	25	Y. J. Lovell	23	Cement	22

The Times index: 172.31+1.88

The FT index: 419.4+5.0

THE POUND

Bank	Bank	Bank	Bank
Australia \$	1.61	1.56	
Belgium Fr	30.25	28.25	
Canada \$	1.45	1.45	
Denmark Kr	10.35	9.85	
Finland Mk	6.75	6.59	
France Fr	8.75	8.45	
Germany DM	4.27	4.15	
Greece Dr	64.75	61.75	
Hongkong \$	8.20	7.75	
Italy L	3545.00	1490.00	
Japan Yen	505.00	480.00	
Netherlands Gld	4.46	4.24	
Norway Kr	9.28	9.08	
Portugal Esc	68.00	64.00	
S Africa Rand	1.90	1.79	
Spain Pes	121.75	112.25	
Sweden Kr	7.50	7.15	
Switzerland Fr	6.54	6.24	
US \$	1.76	1.71	
Yugoslavia Dnr	34.25	32.00	

Rates for small denomination bank notes only as quoted yesterday by Reuters. Bank International Ltd. Current rates subject to credit checks and other foreign currency business.

EDM-4 was 1.15831 on Tuesday, while EDM-6 was 0.674534. Commodities: Tin & cocoa prices dropped sharply. Reuters' index was at 1757.1 (previous 1752.1). Reports pages 23 and 25.

Hopes for early Co-op merger dashed

By Derek Harris
Commercial Editor

Hopes of getting a final decision at this year's congress over creation of a single federation for the Co-operative movement were dashed at a meeting in Manchester yesterday.

The movement, which first addressed itself to problems of fragmentation as long ago as 1906, was presented with the latest of many plans to produce a more streamlined organization, especially for its retailing operations, but immediately there were signs of a split.

A single national federation, merging the parallel federal bodies of the Co-operative Union (the movement's central coordinating body) and the Co-operative Wholesale Society (responsible for commercial activities) is backed by the special committee set up two years ago to thrash out difficulties which have proved increasingly onerous retailing competition has grown.

But the interim report of the committee contained an "alternative view" statement—put forward, it is understood, by three of the 10 committee members—which said the merger proposal "in the foreseeable future was inadvisable and not in the best interests of the movement".

The committee wants congress backing for the interim majority report so a final report could go to the 1978 congress.

The general view in the movement is that voting on the report could be uncomfortably close at this year's congress or the Spring Bank Holiday. But it might get through because of the weightings of votes.

It emphasized the growing success of Co-op retailing, particularly in the last three years, which has seen a 72 per cent increase in turnover which at the end of 1976 totalled £2,500m. The Co-op's market share has gone from 6.9 per cent in 1973 to 7.3 per cent last year.

But Mr Perrow felt there was more to play for under a single federation controlled by a national board elected by the retail societies.

Expertise would be pooled, corporate strategy could be set out more readily, and greater specialization in retailing techniques would be possible. There was also the hope of increased retail development.

The new federation would be based on four regions with the aim of encouraging merging of retail societies to produce a hard core of 25, which would take at least 10 years.

It would appoint a secretariat led by a chief executive officer to carry out the day-to-day operations largely conducted at the moment by the CWS.

Mr Howard Perrow, chairman of the special committee, who is also chairman of the Co-operative Union and chief executive officer of the recently expanded Greater Lancashire Society, acknowledged yesterday that the problem was to bring together the traditional democratic control of the movement with the need for an increasingly efficient national selling organization.

He emphasized the growing success of Co-op retailing, particularly in the last three years, which has seen a 72 per cent increase in turnover which at the end of 1976 totalled £2,500m. The Co-op's market share has gone from 6.9 per cent in 1973 to 7.3 per cent last year.

But Mr Perrow felt there was more to play for under a single federation controlled by a national board elected by the retail societies.

Expertise would be pooled, corporate strategy could be set out more readily, and greater specialization in retailing techniques would be possible. There was also the hope of increased retail development.

The new federation would be based on four regions with the aim of encouraging merging of retail societies to produce a hard core of 25, which would take at least 10 years.

It would appoint a secretariat led by a chief executive officer to carry out the day-to-day operations largely conducted at the moment by the CWS.

Mr Howard Perrow, chairman of the special committee, who is also chairman of the Co-operative Union and chief executive officer of the recently expanded Greater Lancashire Society, acknowledged yesterday that the problem was to bring together the traditional democratic control of the movement with the need for an increasingly efficient national selling organization.

He emphasized the growing success of Co-op retailing, particularly in the last three years, which has seen a 72 per cent increase in turnover which at the end of 1976 totalled £2,500m. The Co-op's market share has gone from 6.9 per cent in 1973 to 7.3 per cent last year.

But Mr Perrow felt there was more to play for under a single federation controlled by a national board elected by the retail societies.

Expertise would be pooled, corporate strategy could be set out more readily, and greater specialization in retailing techniques would be possible. There was also the hope of increased retail development.

The new federation would be based on four regions with the aim of encouraging merging of retail societies to produce a hard core of 25, which would take at least 10 years.

It would appoint a secretariat led by a chief executive officer to carry out the day-to-day operations largely conducted at the moment by the CWS.

Mr Howard Perrow, chairman of the special committee, who is also chairman of the Co-operative Union and chief executive officer of the recently expanded Greater Lancashire Society, acknowledged yesterday that the problem was to bring together the traditional democratic control of the movement with the need for an increasingly efficient national selling organization.

He emphasized the growing success of Co-op retailing, particularly in the last three years, which has seen a 72 per cent increase in turnover which at the end of 1976 totalled £2,500m. The Co-op's market share has gone from 6.9 per cent in 1973 to 7.3 per cent last year.

But Mr Perrow felt there was more to play for under a single federation controlled by a national board elected by the retail societies.

Expertise would be pooled, corporate strategy could be set out more readily, and greater specialization in retailing techniques would be possible. There was also the hope of increased retail development.

The new federation would be based on four regions with the aim of encouraging merging of retail societies to produce a hard core of 25, which would take at least 10 years.

It would appoint a secretariat led by a chief executive officer to carry out the day-to-day operations largely conducted at the moment by the CWS.

Mr Howard Perrow, chairman of the special committee, who is also chairman of the Co-operative Union and chief executive officer of the recently expanded Greater Lancashire Society, acknowledged yesterday that the problem was to bring together the traditional democratic control of the movement with the need for an increasingly efficient national selling organization.

He emphasized the growing success of Co-op retailing, particularly in the last three years, which has seen a 72 per cent increase in turnover which at the end of 1976 totalled £2,500m. The Co-op's market share has gone from 6.9 per cent in 1973 to 7.3 per cent last year.

But Mr Perrow felt there was more to play for under a single federation controlled by a national board elected by the retail societies.

Expertise would be pooled, corporate strategy could be set out more readily, and greater specialization in retailing techniques would be possible. There was also the hope of increased retail development.

The new federation would be based on four regions with the aim of encouraging merging of retail societies to produce a hard core of 25, which would take at least 10 years.

Commons vote threat to ship deals

By Peter Hill

Vital new orders for Britain's hard pressed shipbuilding industry have been jeopardized by the uncertainty overshadowing tonight's vote of confidence in the Commons.

Members of the organizing committee for British Shipbuilders, the planned new state shipbuilding corporation, have been involved in detailed negotiations with a number of British and foreign shipowners in the past few months.

It is understood that nine orders had reached a fairly advanced stage and firm inquiries for a further 30 are being explored. But because of developments in Parliament over the past few days, which have prompted fresh doubts over the

future of the planned new shipbuilding corporation, there are fears that some of these potential orders may be lost to foreign competitors.

The controversial Bill for the nationalization of the industry received Royal Assent last week after the Opposition's agreement to cooperate with the Government once the Cabinet had agreed to delete ship repair companies from the takeover Bill.

The Tories, however, have reaffirmed their pledge to denationalize the industry if returned to office.

However, if the Government survives tonight's confidence vote, Mr Farley, the Secretary of State for Industry, is expected to announce the formation of British Shipbuilders

next week, and possibly set a date for the vesting of the new state organization. Ministers and Whitehall officials are involved in the final selection of full and part-time members of the board.

Admiral Sir Anthony Griffin, chairman-designate, Mr Ken Griffin, deputy chairman-designate and Mr Michael Casey, acting chief executive of the organizing committee, will be confirmed as the principal executives of the new body.

Four, and possibly five other full-time executives are expected to be appointed with responsibility for finance, industrial relations, operations and corporate planning and marketing (although this function might well be split between two executives).

Customers had reacted to high electricity costs by reducing consumption and hopes of a modest increase in sales in 1977/78 had been put at risk by the 15 per cent boost in coal prices.

Coal had a general price advantage over oil for electricity generation, but the NCB had little room for manoeuvre and "if it is to stay ahead it must moderate its price increases", he said.

Oil consumption at power stations had fallen from 23.5 million tonnes of coal equivalent in 1972/73 to about 11 million tonnes in the current financial year. Over the same period coal use had risen from 63 million to 70 million tonnes in the year now ending. The board expected to use nearly 71 million tonnes in the coming financial year, an all-time record.

Mr Blackman, who is to become a full-time member of the board on the day that coal goes up, said the NCB's problems were recognised and a modest price rise would have been justified. "But such a large increase was most discouraging after all our efforts to assist the coal industry over the past years and to keep down our own costs."

The Japanese yard declined to give further details, but the financial daily *Nihon Keizai* said Shell apparently cancelled the order because of British Government pressure.

The newspaper said Shell International was expected to place an order for the construction of one log tanker with Harland and Wolff in Belfast instead of Mitsubishi, on condition the British Government will cover the cost difference.

Customers had reacted to high electricity costs by reducing consumption and hopes of a modest increase in sales in 1977/78 had been put at risk by the 15 per cent boost in coal prices.

Coal had a general price advantage over oil for electricity generation, but the NCB had little room for manoeuvre and "if it is to stay ahead it must moderate its price increases", he said.

Oil consumption at power stations had fallen from 23.5 million tonnes of coal equivalent in 1972/73 to about 11 million tonnes in the current financial year. Over the same period coal use had risen from 63 million to 70 million tonnes in the year now ending. The board expected to use nearly 71 million tonnes in the coming financial year, an all-time record.

Mr Blackman, who is to become a full-time member of the board on the day that coal goes up, said the NCB's problems were recognised and a modest price rise would have been justified. "But such a large increase was most discouraging after all our efforts to assist the coal industry over the past years and to keep down our own costs."

The Japanese yard declined to give further details, but the financial daily *Nihon Keizai* said Shell apparently cancelled the order because of British Government pressure.

The newspaper said Shell International was expected to place an order for the construction of one log tanker with Harland and Wolff in Belfast instead of Mitsubishi, on condition the British Government will cover the cost difference.

Customers had reacted to high electricity costs by reducing consumption and hopes of a modest increase in sales in 1977/78 had been put at risk by the 15 per cent boost in coal prices.

Coal had a general price advantage over oil for electricity generation, but the NCB had little room for manoeuvre and "if it is to stay ahead it must moderate its price increases", he said.

Oil consumption at power stations had fallen from 23.5 million tonnes of coal equivalent in 1972/73 to about 11 million tonnes in the current financial year. Over the same period coal use had risen from 63 million to 70 million tonnes in the year now ending. The board expected to use nearly 71 million tonnes in the coming financial year, an all-time record.

Mr Blackman, who is to become a full-time member of the board on the day that coal goes up, said the NCB's problems were recognised and a modest price rise would have been justified. "But such a large increase was most discouraging after all our efforts to assist the coal industry over the past years and to keep down our own costs."

The Japanese yard declined to give further details, but the financial daily *Nihon Keizai* said Shell apparently cancelled the order because of British Government pressure.

The newspaper said Shell International was expected to place an order for the construction of one log tanker with Harland and Wolff in Belfast instead of Mitsubishi, on condition the British Government will cover the cost difference.

Customers had reacted to high electricity costs by reducing consumption and hopes of a modest increase in sales in 1977/78 had been put at risk by the 15 per cent boost in coal prices.

Coal had a general price advantage over oil for electricity generation, but the NCB had little room for manoeuvre and "if it is to stay ahead it must moderate its price increases", he said.

Kenya curb on coffee smuggling in Uganda

From Charles Harrison
Nairobi, March 22

The Coffee Board of Kenya said drastic action was being taken to control the traffic in smuggled Uganda coffee through Kenya to export markets.

Thousands of tons of coffee have entered Kenya illegally in recent months, sometimes carried in canoes at night across Lake Victoria, sometimes by lorries over rough border tracks, and sometimes in head loads.

Mr E. N. Kuria, the board's chairman, today ordered all non-Kenyan coffee in the country to be declared and handed to the board for sale under its correct designation. Any coffee not declared by March 31 will be subject to seizure.

Mr Kuria expressed concern that the coffee authorities in neighbouring countries had failed to control the movement and marketing of their crops. This had resulted in an influx of non-Kenyan coffee, which was now a threat to Kenya's own producers.

The trade in smuggled Uganda coffee has expanded along with the high world price. Sellers are anxious to avoid the strict currency controls in Uganda which give the Kenyan shilling a 500 per cent premium against the Ugandan.

Britain's scrap merchants have warned the Government of the disastrous consequences facing the industry unless it is given some measure of relief in the form of increased sales to overseas customers.

Through the British Scrap Federation, it is pressing the Government to allow it an open general licence to export to countries outside the EEC.

Yesterday the Federation sent a telegram to Mr Leslie Givie, Secretary of State for Industry, outlining the difficulties being faced by companies.

It told the minister that it was gravely concerned at the poor state of demand for steel-making and other ferrous scrap through the United Kingdom.

The order, the first for the Mr III Vickers Main Battle Tank, would ensure continuity of employment at the division's Elswick works in Newcastle after the completion of an existing export order for recovery vehicles.

The company said yesterday that the customer had asked not to be identified and it was unable to comment in any way on the destination of the tanks.

The order, the first for the Mr III Vickers Main Battle Tank, would ensure continuity of employment at the division's Elswick works in Newcastle after the completion of an existing export order for recovery vehicles.

The company said yesterday that the customer had asked not to be identified and it was unable to comment in any way on the destination of the tanks.

The order, the first for the Mr III Vickers Main Battle Tank, would ensure continuity of employment at the division's Elswick works in Newcastle after the completion of an existing export order for recovery vehicles.

The company said yesterday that the customer had asked not to be identified and it was unable to comment in any way on the destination of the tanks.

The order, the first for the Mr III Vickers Main Battle Tank, would ensure continuity of employment at the division's Elswick works in Newcastle after the completion of an existing export order for recovery vehicles.

The company said yesterday that the customer had asked not to be identified and it was unable to comment in any way on the destination of the tanks.

The order, the first for the Mr III Vickers Main Battle Tank, would ensure continuity of employment at the division's Elswick works in Newcastle after the completion of an existing export order for recovery vehicles.

The company said yesterday that the customer had asked not to be identified and it was unable to comment in any way on the destination of the tanks.

The order, the first for the Mr III Vickers Main Battle Tank, would ensure continuity of employment at the division's Elswick works in Newcastle after the completion of an existing export order for recovery vehicles.

The company said yesterday that the customer had asked not to be identified and it was unable to comment in any way on the destination of the tanks.

The order, the first for the Mr III Vickers Main Battle Tank, would ensure continuity of employment at the division's Elswick works in Newcastle after the completion of an existing export order for recovery vehicles.

The company said yesterday that the customer had asked not to be identified and it was unable to comment in any way on the destination of the tanks.

The order, the first for the Mr III Vickers Main Battle Tank, would ensure continuity of employment at the division's Elswick works in Newcastle after the completion of an existing export order for recovery vehicles.

The company said yesterday that the customer had asked not to be identified and it was unable to comment in any way on the destination of the tanks.

The order, the first for the Mr III Vickers Main Battle Tank, would ensure continuity of employment at the division's Elswick works in Newcastle after the completion of an existing export order for recovery vehicles.

The company said yesterday that the customer had asked not to be identified and it was unable to comment in any way on the destination of the tanks.

The order, the first for the Mr III Vickers Main Battle Tank, would ensure continuity of employment at the division's Elswick works in Newcastle after the completion of an existing export order for recovery vehicles.

The company said yesterday that the customer had asked not to be identified and it was unable to comment in any way on the destination of the tanks.

The order, the first for the Mr III Vickers Main Battle Tank, would ensure continuity of employment at the division's Elswick works in Newcastle after the completion of an existing export order for recovery vehicles.

The company said yesterday that the customer had asked not to be identified and it was unable to comment in any way on the destination of the tanks.

The order, the first for the Mr III Vickers Main Battle Tank, would ensure continuity of employment at the division's Elswick works in Newcastle after the completion of an existing export order for recovery vehicles.

The company said yesterday that the customer had asked not to be identified and it was unable to comment in any way on the destination of the tanks.

The order, the first for the Mr III Vickers Main Battle Tank, would ensure continuity of employment at the division's Elswick works in Newcastle after the completion of an existing export order for recovery vehicles.

The company said yesterday that the customer had asked not to be identified and it was unable to comment in any way on the destination of the tanks.

The order, the first for the Mr III Vickers Main Battle Tank, would ensure continuity of employment at the division's Elswick works in Newcastle after the completion of an existing export order for recovery vehicles.

LETTERS TO THE EDITOR

Self-delusion in claims on space and water heating by electricity?

From Mr Kenneth Brown

Sir, The letter from Mr Brooks of the Economics Branch of the Atomic Energy Authority (March 17) demonstrates exactly how academic casuistry has little bearing on the misfortunes of those who are compelled to use electricity for space and water heating. It may well be true that low-grade coal is used to produce high-grade BTUs, but at what cost to the unfortunate pensioner who is saddled with this, his only source of heat?

Elementary calorimetry and simple arithmetic show that Mr Brooks's estimate of £25 per year for hot water for a family of three (say 50p per week) will produce less than 300 gallons of water heated from 10°C to 43°C, the temperature of a hot bath. I base this on the actual cost I now have to pay for off-peak electricity.

If we allow for an occasional sinfully of washing-up water, a couple of basins full of water daily for personal washing and perhaps a couple of fills of a washing machine this leaves barely enough for one bath a week for three people. This may not be below the poverty line but at the next increase in price it certainly will be.

Four years ago, before the price of electricity rocketed, my total fuel bill for a six-roomed house with five people did not exceed £250 pa. Now, in a three-roomed flat with only two in the family, complete with excellent thermal insulation and good double-glazing, using off-peak electricity for water heating and one nightstove heater going at half cock, my winter electricity bill is £80 for two months and about £60 in the summer. That is about £420 or £8 per week on average.

My neighbour, also two in the family, in an old house with no modern insulation or double-glazing but with gas-fired water and central heating, pays for three months only two-thirds of what I pay for two months. The dread of my life is the electricity bill, a traumatic experience every two months.

For anybody, academic or not, to pretend that space and water heating by electricity is economic compared with gas is just self-delusion.

This may well be a grand excuse for putting up the price of gas. It is just as valid as the suggestion to put up the price of margarine because the price of butter is so high.

I am, Sir, Yours, etc.
KENNETH BROWN,
30 Shore Street,
Anstruther,
Fife.
March 18.

Translation into English of European patents

From Mr W. G. Barb

Sir, Section 73 in conjunction with Section 112, of the Patents Bill proposes to vest the Secretary of State for Trade and Industry with powers to demand translations into English of European patents published in French or German. If such patents are to have the same effect as those to which the Bill provides for British patents.

However, such translations will not be mandatory unless and until the Minister uses these powers, and the European Patent Convention only provides for translations into English of the patent claims, which in themselves do not

give an adequate picture of the restrictions which a patent imposes on would-be competitors. It appears to have passed unnoticed, or at least attracted very little attention, that this will bring about a situation quite unprecedented in this country, namely, the freedom of action of individuals and companies in Great Britain will be restricted by what are essentially legal documents not fully available in an English version to the potential offenders or infringers.

Had it been suggested that freedom of action in some other sphere, say road traffic, in this country was to be controlled by legal instruments only, partially available in English, there would have been uproar. Is it really logical that such a situation should, therefore, be tolerated with regard to vast fields of industrial activity? Surely full translations of granted European patents into English would be mandatory under the new Bill, from the very start.

Yours faithfully,
W. G. BARB,
Soring Wood,
Hedgerley Lane,
Gerrards Cross,
Bucks, SL9 7NS.
March 18.

From Mr R. G. Koerting
Sir, All personal tax allowances should be indexed.

This indexing should be backdated so as to reflect the full increase, in money terms, from the first date of indexing Civil Service salaries and pensions. It should be made applicable from April, 1977, superseding the arbitrary and inadequate increases of tax allowances made in the meantime.

Yours faithfully,
R. G. KOERTING,
5 Somerville House,
Manor Fields,
London SW15 3LX.
March 18.

From Mr Mark Elwes
Sir, For those organizations whose regular mailings weigh between 50 and 60 grammes, of which there is a substantial number, the proposed increases in first and second class letter rates amount to some 46 per cent.

The purpose of lowering the weight step and imposing this enormous increase is metrication. And yet we are assured by both the Government and the Metrication Board that metrication will not be permitted as an excuse for price increases. Surely this is an urgent reason for rejecting this particular proposal.

The present weight step of 60 grammes has caused no problems for either the direct mail industry, or, as far as we know, the Post Office; why alter it?

Yours faithfully,
MARK ELWES,
Executive Director,
Direct Mail Producers
Association,
34 Grand Avenue,
London N10 3BP.
March 17.

Simplifying the tax structure

From Mr B. A. Cole

Sir, Mr Coppeman (March 7) claims that a tax incentive for profit-sharing by employees shares would enable us to simplify the tax structure. His reasoning is:

"It would increase the number of shareholders; shareholders understand what profits are for; therefore our tax system would not need to be directed to 'soaking the rich', and could be simplified."

I find this logic unconvincing. In practice, however, an even greater weakness in the argument is that the issue of employee shares, in addition to the whole income currently paid to the employee, fosters misunderstanding of profits. It encourages people to believe:

"that they do not need to save to be shareholders; that profits can be shared by employees, whereas in fact it is the added value which is shared."

that shareholders at present earn excessive returns on their investments.

I suggest that all three beliefs are erroneous and pernicious. Furthermore, the role of profits is not widely understood by employees, and the tax system could be simplified now if politicians were prepared to be more open in their government.

B. A. COLE,
"Drake Wood",
Devonshire Avenue,
Amsham,
Buckinghamshire.

From Mr R. G. Koerting
Sir, All personal tax allowances should be indexed.

This indexing should be backdated so as to reflect the full increase, in money terms, from the first date of indexing Civil Service salaries and pensions. It should be made applicable from April, 1977, superseding the arbitrary and inadequate increases of tax allowances made in the meantime.

Yours faithfully,
R. G. KOERTING,
5 Somerville House,
Manor Fields,
London SW15 3LX.
March 18.

From Mr Mark Elwes
Sir, For those organizations whose regular mailings weigh between 50 and 60 grammes, of which there is a substantial number, the proposed increases in first and second class letter rates amount to some 46 per cent.

The purpose of lowering the weight step and imposing this enormous increase is metrication. And yet we are assured by both the Government and the Metrication Board that metrication will not be permitted as an excuse for price increases. Surely this is an urgent reason for rejecting this particular proposal.

The present weight step of 60 grammes has caused no problems for either the direct mail industry, or, as far as we know, the Post Office; why alter it?

Yours faithfully,
MARK ELWES,
Executive Director,
Direct Mail Producers
Association,
34 Grand Avenue,
London N10 3BP.
March 17.

Commercial Union Assurance Company Limited

The directors announce that the Report and Accounts for 1976 have been despatched to shareholders and that the Annual General Meeting will be held on Monday 18 April 1977 at 12 noon, in the Queen's Room, The Baltic Exchange, St. Mary Axe, London EC3A 8BU.

The audited results do not differ from the unaudited results which were published on 1 March 1977, a summary of which is set out below.

	1976	1975 Restated (See Note)	1975 Published
	£m	£m	£m
PREMIUM INCOME	1,148.9	1,063.8	922.6
PROFIT/(LOSS) BEFORE TAX	47.3	(15.8)	(10.2)
Taxation and minorities	(17.2)	10.4	6.7
PROFIT/(LOSS) ATTRIBUTABLE TO SHAREHOLDERS	30.1	(5.4)	(3.5)
Dividends	(21.4)	(21.4)	(21.4)
Transfer to/(from) reserves	8.7	(26.8)	(24.9)
SHAREHOLDERS' FUNDS	£359m		£282m

Note: Because of the significant fall in the value of sterling relative to most other currencies, 1975 has been restated at rates of exchange prevailing at 31 December, 1976.

Insure with
Commercial Union
Assurance



EMPLOYERS

You should know about the Job Release Scheme for Assisted Areas.

The scheme is a temporary measure and is confined to workers in the Assisted Areas of Great Britain. You will find details of the Assisted Areas on the map and in the leaflet referred to below. Separate arrangements apply in Northern Ireland.

If any of your workers decide that the scheme will benefit them and apply for Job Release, they must have your agreement before they can give up their jobs. Taking part in the scheme is entirely voluntary in both cases.

BY THE FINANCIAL EDITOR

Schlesinger throws in a spanner



Mr John Binny, chairman of AP Cement, which has used replacement cost accounting for some years.

Standard Trust and the British Rail Pension Funds were yesterday still at the stage of exchanging polite insults over the latter's bid for the former, which closes on Friday. The Schlesinger's proposals for the unitisation of Standard arrived to disconcert both parties and set the sector buzzing.

Shareholders now have to decide whether proposals made at so late a stage of the proceedings can possibly be seriously considered, and whether, if so, they are sufficiently attractive to warrant risking British Rail's withdrawal.

Schlesinger now has 15 funds, worth some £70m, under management, so that the addition of Standard's funds would add a half again to the size of the group. That is, of course, assuming that a fair number of Standard's shareholders do not decide that an exit by way of unitisation is just as attractive as an exit by way of acquisition, vote in favour of the scheme and promptly liquidate their investment.

In fact, Schlesinger is assuming no such thing, and has allowed for the liquidation of more than half the fund in formulating its proposals. Now there is no doubt that those proposals as they stand are more attractive than the bid which the British Rail Pension Funds have put in: they are on the same sort of formula basis, but as against the 138p-plus at which British Rail's formula values Standard's shares (on a mid-February figures), that of Schlesinger would value them at 145p.

This reflects the fact that Schlesinger is making smaller allowances for the dollar premium surrender and capital gain tax liability, and the discount is eliminated. At this stage, however, such minutiae are irrelevant, for the fact is that Schlesinger will not proceed with its offer unless it has the backing of Standard's board; and Standard's board is still considering the matter and will, on past form, be doing so for some time yet.

Shareholders, meanwhile, have until Friday to consider the virtues of a bird in the hand (British Rail) as against a bird in the bush (Schlesinger) and I think they might reasonably decide to do nothing. For even if the British Rail Funds do withdraw, the investment trust sector is not likely to be the same again.

AP Cement
Holding margins
Restatement of the last two years' figures to take account of additional depreciation in overseas subsidiaries and associates, the extension of its Rhodesian profits and the lower tax charge, caused some confusion in the interpretation of yesterday's full year results from Associated Portland Cement.

Adding back the £3m changes cut out of profits—chiefly on depreciation rather than Rhodesia whose profits were only £1m or so last year—the 15 per cent rise in pre-tax profits to £45.4m was no better or worse than expected from the decline in a sector that has felt the full draught of the fall in United Kingdom construction activity.

As it is, the latest figures demonstrate once again that the main thrust has come overseas, with United Kingdom trading profits down 7.2 per cent at £20.6m, and these would have been lower still but for the 31 per cent export gain. With steady price rises keeping home margins stable, the United Kingdom decline is roughly in line with the national drop in cement deliveries last year and despite its high share of the harder-pressed Scottish market.

Final: 1976 (1975)
Capitalization: £130m (—)
Sales: £360m (£280m)
Pre-tax profits: £45.4m (£39.4m)
Earnings per share: 22.6p (18.3p)
Dividend gross: 12.9p (11.7p)

Barr and Stroud
Pilkington
sews it up

Both Barr and Stroud and Pilkington PE, the precision optical equipment subsidiary of Pilkington Brothers, send 90 per cent of their sales to the Ministry of Defence, so a reference to the Monopoles Commission, this time, would seem unlikely to prove a problem. Neither is the 60m offer in any way a substitute for UK Optical.

The price looks high, but

stripping out the £2m worth of investments, the exit p/e ratio drops to 10, which is not out of this world, particularly as control has been gained painlessly.

Barr and Stroud approached Pilkington. The logic does indeed look good: Pilkington PE is only in the business in a small way—it has 325 employees compared with 1,500 at B and S, while B and S has possibly between a quarter and a third of the total UK sales, in markets where the other manufacturers are part of large international concerns.

Notwithstanding Barr and Stroud's good performance last year it is the future potential, particularly in infra-technologies, that is the attraction. Pilkington, a road down which it might have been difficult for B and S to travel on its own.

The combined group will be the largest of its kind in the country with a wide range of increasingly technologically elaborate devices, particularly for night fighting, and through an area in which there should be a lucrative export market.

To Pilkington the issue of 1m shares and £2.2m cash is peanuts but the benefits from Barr and Stroud's research could be substantial. The investment portfolio will be sold, but there is no hurry.

Ladbroke's
Diversification
the key

Sterling's fall helped Ladbroke's house-gear casino operations and more than made up for the lack of headway in betting shop business as a result of last year's drought.

Gaming 'profits' almost doubled to nearly £6m while retail betting stood still at around £2m. Ladbroke's move to keep turnover up on bank racing days with a variety of specialty bets on greyhounds and soccer.

Thus gambling proceeds still contribute close on three-quarters of total profits despite diversification into property, hotels, holidays and, more recently, racecourse and greyhound track management. And with betting turnover currently recovering strongly and further expansion planned on the casino, Ladbroke's should be looking at the end of the year to envisage this proportion declining over the next two years.

Following the successful 50 per cent letting of the massive Square de Meuse office complex in Brussels, which should add at least £2m plus of annual development, the group plans to increase its number of investment and dealing developments, though at a traditionally cautious rate.

Meanwhile, holiday and hotel bookings are doing well, though Ladbroke's selective expansion policy in these fields may be a limiting factor.

Meanwhile, with the big four betting houses moving ever closer to a merger, Ladbroke's, although Ladbroke's claims its market share is still increasing—long-term investment in the shares could depend in part on what new diversifications route the group goes for. This looks particularly relevant since Ladbroke's is a total nationalization.

More immediately there are some fears of Budget increases on betting tax and, perhaps, harsher treatment of casino gambling. At 102p after a 2p rise yesterday the shares look securely propped by a p/e ratio of just under 7 and a yield of 6.8 per cent given that profits could reach nearly £19m this year.

Final: 1976 (1975)
Capitalization: £48.4m (—)
Sales: £319m (£269m)
Pre-tax profits: £15.3m (£12.4m)
Earnings per share: 14.63p (13.1p)
Dividend gross: 6.97p (6.34p)

The continued uncertainty surrounding the future of the Government has precipitated a scramble within the City, industry and among representative organizations to evaluate Opposition statements, pledges, and speeches as a guide to the policy of Conservative administration. Business News staff have prepared their own preliminary guide to Conservative policy.

What do the Tories stand for?

Industry, energy, prices

"We have repeated consistently our view that the 1975 Industry Act must be repealed. This Act—in contrast to our own 1972 Act—was designed for political not industrial purposes." Michael Heseltine, July 9, 1976
"The return of the next Conservative government will lift the fear of nationalization which is now extending right through industry." Margaret Thatcher, July 9, 1976

NEB
"The National Enterprise Board must be abolished, though we shall have to retain some sort of administrative mechanism for selling off NEB shareholdings where this is possible, and for administering those which cannot be sold off immediately." The Right Approach: A statement of Conservative Aims, October, 1976

"... the powers of the Scottish and Welsh Development Agencies to buy into profitable industries is a prime cause of their inadequate political and economic performance and a source of continuing despair to all who work in them. We shall set targets so that people know what is expected of them in meeting those targets. We shall, in appropriate cases, introduce private capital and, particularly if the Aircraft and Shipbuilding Bill should reach the statute book, we shall sell companies back to willing buyers." Michael Heseltine, October 7, 1976

Regional policy

"We intend to carry on with the regional policies we pursued in office. . . . In this policy area especially, continuity of policy is absolutely essential. We pledge to offer to industry the continuity of assistance (Industry Act 1973) in order to achieve a real breakthrough in solving the difficult long-term problems of the regions." Michael Heseltine, September 11, 1976

NEDC

"The next Conservative government's industrial policy will seek a partnership based on trust between management, trade unions, and the government. In this relationship we shall seek a new and more positive role for the NEDC. . . . The DoI

The City, wealth, small businesses

"Of course there are questions about the accountability of our financial institutions and about their relationships with governments that require to be considered. . . . Yet many of today's most serious worries should be laid at the door of Socialism and not the Government. It is certainly not the City that is failing to produce investment resources. The savings are there in almost surprising abundance. But they are being hoarded up by Governments to meet its gross over-spending." Sir Geoffrey Howe, September 24, 1976

Wealth

"The theme of personal ownership is central to Conservative thinking and a direct challenge to the collectivist philosophy. . . . It will be Conservative policy to remedy the damage done by capital transfer tax, central gains tax and investment income surcharge—all three of which at present work to undermine personal ownership and concentrate wealth in state hands." Sir Geoffrey Howe, March 22, 1977

Banks

"Implementation of the Labour Party (nationalisation) proposals would create a financial concentration of power unprecedented in the history of this country which must produce damage to the interests of consumers. . . . Sir Geoffrey Howe, November 15, 1976

Dividend control

"Dividend control completely distorts the market in yields

instrument to slow down change and impede innovation, to consume by subsidy rather than invest in capital creation." Michael Heseltine, July 9, 1976
"British industry is now on the receiving end of nearly 34 million forms a year. Is all this form filling necessary? I doubt it, and we shall see whether we can consign at least some of these forms to the wastepaper basket." Margaret Thatcher, July 9, 1976

Nationalized industries

"The unsatisfactory political framework of the nationalized industries is a prime cause of their inadequate political and economic performance and a source of continuing despair to all who work in them. We shall set targets so that people know what is expected of them in meeting those targets. We shall, in appropriate cases, introduce private capital and, particularly if the Aircraft and Shipbuilding Bill should reach the statute book, we shall sell companies back to willing buyers." Michael Heseltine, October 7, 1976

Regional policy

"We intend to carry on with the regional policies we pursued in office. . . . In this policy area especially, continuity of policy is absolutely essential. We pledge to offer to industry the continuity of assistance (Industry Act 1973) in order to achieve a real breakthrough in solving the difficult long-term problems of the regions." Michael Heseltine, September 11, 1976

NEDC

"The next Conservative government's industrial policy will seek a partnership based on trust between management, trade unions, and the government. In this relationship we shall seek a new and more positive role for the NEDC. . . . The

Labour, pay

"It is wrong that people who have given years of service can not only lose their jobs because they will not join—or are not accepted by—a union, but also receive no compensation. . . . If satisfactory voluntary arrangements are not worked out to take proper account of objections based upon conscience or deeply held personal conviction and length of past service, it will be the duty of government to ensure that effective provision is made. . . . Additionally there must be an independent tribunal to safeguard the rights of an individual whose livelihood is endangered by arbitrary exclusion or expulsion from a trade union." The Right Approach

Pay policy

"We must all hope that agreement can be reached on another year of pay restraint—an interim year—which can help reduce our rate of inflation and so improve our competitiveness and job prospects." James Prior, March 16, 1977

Small businesses

"The next Conservative Government will hold an open investigation into the relative contributions and benefits of the self-employed under the National Insurance Scheme. The self-employed, who pay higher contributions than employed people and get fewer benefits, are entitled to know whether they are getting a fair deal." Patrick Jenkin, March 2, 1977

"It is our considered view that substantial changes are needed in government policy towards smaller-scale enterprises. When it comes to jobs, far the best prospect for new job opportunities is going to be at the smaller end of business and commerce. . . . Parts of the Employment Protection Act are deeply hostile to small business needs." David Howell, March 2, 1977

Monetary restraint

"We must give real urgency to the production of measures that will encourage the self-employed and the smaller businesses in our community." Sir Geoffrey Howe, January 5, 1977

object will not be to impose plans or targets but to make firms and industries aware of national objectives on the one hand and government aware of the real problems of industry on the other." Michael Heseltine, September 11, 1976

Corporate rescues

"Ownership by the state is not ownership by the state bureaucracy and no amount of high flown theories can disguise the fact." Michael Heseltine, July 9, 1976

"Receivership is the technique by which resources in business which fail to satisfy the consumer are redeployed where they can be used more profitably." Sir Keith Joseph, October 6, 1976

Energy

"The financial privileges of the British National Oil Corporation should be removed so that it is required to conform to the first to normal commercial disciplines and, where appropriate, to dispose of its assets to willing buyers at reasonable prices." The Right Approach

Motor industry

"I can conceive of a situation, still some years away, when nuclear power might just offer the only means of . . . filling the gap between the power that we can produce from our remaining fossil fuels (primarily coal) and our total energy requirement." Tom King, February 18, 1977

Prices

"We want to see price controls relaxed so that they become effectively a reserve power and industry allowed maximum freedom coupled with maximum exposure to competition." Margaret Thatcher, July 9, 1976

Prices

"Rigid price control discourages the provision of goods and services because it diminishes or wipes out profit margins. It increases the demand for those goods and services subject to the controls because it enforces artificially low price levels." Margaret Thatcher, March 9, 1977

Prices

"The present price controls (which were not designed to last for ever) are doing more and more damage to business and industry. They have prevented investment, destroyed jobs and limited consumer choice. Further substantial relaxations of the price code are urgently required. There must also be a relaxation of dividend controls to help companies obtain funds for investment and job creation." The Right Approach

Prices

"It is not a question purely of industry's ability to finance itself but of confidence and future profitability, which will determine future levels of investment." Mrs Sally Oppenheim, June, 1976

Prices

"The present system of price control has been positively damaging to industry and employment. However, although the aim should be to dismantle the system, it could not be done immediately because it is important for the consumer to recognize that there is someone in government or authority who can protect him." Sir Geoffrey Howe, July, 1976

Prices

"The West Germans, for example, without any elaborate machinery, establish each year a generally agreed basis for responsible wage bargaining. However difficult it may be, we need to develop a comparable approach with existing British institutions. Our purpose must be to exclude the need for any further resort to a formal incomes policy." The Right Approach

Prices

"To raise the investment income surcharge to £40 a week for pensioners alone would cost little more than £100m. The next Conservative government will cut the top rate of tax on earned income. A good target would be 60 per cent." Sir Geoffrey Howe, May 18, 1976

Prices

"We shall end . . . multi-rate value added tax and restore the simple rate of 10 per cent." Sir Geoffrey Howe

Prices

Tioxide

1976 trading profits

doubled at £23 million

1976 1975

£m £m

Turnover: UK

Overseas

Total

Trading Profit

Profit before Tax

Attributable to shareholders

Return on Ordinary Shareholders' funds

20.9% 11.9%

"All companies in the Group produced improved turnover and profits: exports from the UK recovered both in volume and margin. New capacity came into use in Spain and a major extension has been authorised in the UK at Greston."

D.M. Bell

CHAIRMAN

Tioxide Group Limited 10 Stratton St London W1A 4XP

Producing companies in Britain • Australia • Canada • France • S. Africa • Spain

INTERNATIONAL MANUFACTURERS OF TITANIUM PIGMENTS

Business Diary: Moneychanger in the temple • Bermuda Triangle

A disturbing extension of corporate power was suggested yesterday when Lord Armstrong of Sandherst, chairman of the Midland Bank, engaged in debate with Paul Oestreicher, vicar of the Church of the Ascension, Blackheath. And the suggestion was not Lord Armstrong's.

The two met at St Mary le Bow Church, to debate—as a banker and a parson might—morality in the use of money. Lord Armstrong said that, as in the case of his bank's loans to South Africa, the primary responsibility was to shareholders and depositors.

Banks, he said, were equipped to judge creditworthiness; let the rest be "left to the Recording Angel."

Oestreicher said that financial institutions "for good or bad" had as much power as governments already. Could they not exercise more by developing departments to make "moral judgments of a commercial nature?"

Ah, said Lord Armstrong, laying his trap: if banks were to make these moral judgments, they not also apply them to lending at home?

Oestreicher saw the pit opening beneath him, but prepared gallantly to leap over it. Yes, he said: when it came to lending to a tobacco company or a bingo player, it was the bank's job to ask questions. Of course, he said, he was not going to say whether the bank should or should not lend in such an instance.

But somebody—presumably the bank—must, and if banks

are already as powerful as he says they are, then surely that is powerful enough for most people?

Goodbye, sailor

Paul Slater, former head of shipping finance at Grindlay and Partners, is Bermuda-bound, at any rate for about half his time over the next three years. This follows his decision to take on the presidency of Oceanic Finance Corporation, recently established in Bermuda.

Slater, still only 32, accepted an appointment to run the new organisation (authorized capital of \$25m) on an initial three-year contract. Its aim will be to provide finance and financial services to the international shipping industry.

For the present, Slater is not revealing precisely who is behind the new company, beyond saying that the principal subscribers are Canadian.

Further details will be revealed in a few weeks time.

Clockwatching

The National Enterprise Board was suitably pleased by the

sympathetic reaction to its £240,000 investment "in the clockmakers Thwaites and Reed. A firm whose name goes back to a 17th-century watchmaker but he is colourful and the connexion did something to balance the bad publicity that has been the board's only reward for its 'investment' in British Leyland."

Yesterday, however, NEB officials were asked to ponder more recent episodes in the Thwaites and Reed story. It all began with a telegram to the NEB chairman, Lord Ryder, querying whether the investment was in T & R, or in an earlier incarnation. The telegram was from A. J. Ker-Lindsay, one of his former companies, Leighshire Enterprises, was among those involved in disputes over the use of the knowhow of the former Thwaites.

Until 1974 the chairman and managing director of the company then known as Thwaites and Reed was Lord Tanlaw, former chairman of Inchcape & Co. In that year Lord Tanlaw played a part in the rise of an associated company, Master Clockmakers.

There were "rearrangements" and in May, 1974, Thwaites and Reed was recreated by Geoffrey Buggins. He negotiated for the former T & R patents, goodwill and knowhow with Lord Tanlaw.

Buggins is now T & R's chairman and managing director and it is he and it that the NEB is backing. Officials of the NEB, however, seem aware of some of the intricacies of the clockmakers' movements in the 1970s.

Whether that includes a High Court action involving Ker-

Lindsay and Master Clockmakers only time will tell.

For Pete's sake

Airline check-in staffs and immigration officials are in for a surprise next time they deal with much-travelled Leyland International executive Peter Newman.

For years they, particularly the girls, have read the name "P. Newman" and looked up hoping they were dealing with the slim blue-eyed film actor Paul Newman. What they see, however, is the plump green-eyed Peter Newman.

In future, however, Peter will hand over his airline ticket and passport together with a note. It reads: "No, this is not Paul Newman. It's Peter Newman. But he comes highly recommended." It's signed "the real Paul Newman."

The two Newmans got together in London recently when Paul, who races a Triumph TR6 in the United States, wanted to meet someone from the manufacturers. He rang Peter at home.

"Hi there," he began. "I guess that's the other P. Newman." For privacy's sake they met in an underground car park and drove out to a Boston service area on the M4 for a chat about Leyland's racing plans—and to dream up that note.

We rather liked the headline on an announcement from the Business Archives Council which said: "Historical business records preserved by British Vinegars Ltd." They should keep for ever, provided research students replace the lid of the jar after use.

Plea for flexible cargo sharing pact between major trading nations

By Peter Hill
Calls for cooperative discussions on a flexible cargo sharing agreement between the EEC and other major trading nations were made in London yesterday by Mr Alexander Marshall, managing director of Peninsular & Orient Steam Navigation.

Against the background of Russian fleet expansion, their cut price freight policies and the debate in the United States over the reservation of oil imports to American flag ships, Mr Marshall said that there was confusion and uncertainty among the developing nations and the members of the Organisation for Economic Cooperation and Development.

"There is a growing threat of confrontation implicit in the United States and Soviet policies. We know from experience, or at any rate we should know, that confrontation makes for instability flowing from the uncoordinated use of resources".

Worldwide, he said, there were now 30 nations applying cargo preference schemes; and with the current discussions in America over cargo preference on oil imports, it was said that the United States, which had declared long range goals of free, unrestricted trade and which had contributed so much to the General Agreement on Tariffs and Trade, should be led astray by dubious arguments in the maritime field.

Mr Marshall conceded that there was a case for protection of infant shipping industries on a temporary basis, but such protection would only make economic sense if it was known that the industries would ultimately survive in a free competitive market.

Outlining the British view to a two-day conference in London organized by the monthly maritime journal, *Seavrade*, he said that any international agreement on cargo preference should be flexible.

Britain was working with its EEC partners to reach a common position. If a joint understanding and commitment within the Community could be reached, this would provide a powerful impetus for cooperative discussions with trading partners across the world, and would lead to a system which would satisfy the needs of the developing and the developed.

"International trade is vitally important to us all. The threats to the public interest from divisive elements should encourage us to recognize our common objectives", he added.



Mr Alexander Marshall: world confrontation threat.

EMI extends Toshiba X-ray scanners deal

By Kenneth Owen
Technology Correspondent

In the face of increasing competition in brain and body X-ray scanners from Hitachi in Japan, EMI is extending its agreement with Toshiba to include some local manufacture in addition to assembly and distribution.

Since the end of 1974 Toshiba has acted as distributor for the EMI scanners in Japan. Brain scanners and body scanners have been shipped partly in knocked down form for final assembly and testing in Japan.

An EMI spokesman in Tokyo said yesterday that local production by Toshiba, using its own manufacturing facilities but EMI technology, would be designed to meet the demand from Japanese hospitals for non-standard equipment.

Local production would supplement and not replace imports of machines from Britain; and should help EMI to meet the competition (including the ability to meet local requirements) from Hitachi.

The spokesman said EMI had sold 30 scanners in Japan (53 brain scanners and 27 body scanners), and had a 56 per cent share of the market there in terms of installed machines.

He confirmed that Hitachi represented the most serious competition. Hitachi brain scanners were selling for about 100m yen each (about £208,000), he believed, compared with 135m yen for the EMI scanner. The Japanese company has not yet entered the market with a body-scanning machine.

In London an EMI spokesman confirmed that by the extended agreement with Toshiba the company was "stepping-up the whole attack on the Japanese market".

Extension of the Toshiba agreement is due to take effect from the end of this month.

Last week a £2,500,000 order for 10 EMI brain scanners for a group of Spanish hospitals was announced, bringing the company's scanner sales worldwide to more than £150m. Of these, more than 500 have been installed in over 30 countries.

Bonn set for £4,000m spending programme

From Peter Norman
Bonn, March 22

A special ministerial meeting in Bonn this afternoon cleared the way for swift West German cabinet approval of a DM16,000m (nearly £4,000m) medium-term public investment programme and legislative measures adjusting tax rates from the beginning of next year.

The so-called "economic cabinet" met under Dr Hans Friderichs, the economics minister, and Dr Hans Apel, the finance minister, to prepare tomorrow's full cabinet session which is also to discuss revising the Government's energy programme.

Government sources said after the meeting that the investment programme and the tax measures should be approved without any difficulty tomorrow, but there is still uncertainty whether a final decision can be reached on the energy programme.

The investment programme is intended to channel a total of DM13,700m from the federal, state and municipal authorities into projects to improve West Germany's economy over the next four years, with the remaining funds coming from the private utility companies.

Although the emphasis of the programme is on improving the basis for longer term economic growth, it will give a boost to employment—particularly in the building industry—during the period of its execution.

Dr Apel recently said that orders worth DM3,400m would be placed this year to be followed by DM4,500m in 1978, helping to add between 0.5 per cent and 1 per cent to projected growth in these two years.

The tax package, which was included in the Cabinet last week on a dispute over details between Dr Apel and Dr Friderichs, is new expected to be approved without difficulty.

In its main points—which were agreed on by the two ministers—it will raise value-added tax to 13 per cent from 11 per cent at the beginning of next year and distribute about half the additional government revenue of between DM10,500m and DM12,000m a year in tax relief to businesses and selected groups of individuals.

Patent news Japanese method of cutting steel using water

Approaching one in ten new inventions patented in this country now originates from Japan, thereby laying the old ghost that the Orient is content to plagiarize ideas from the West.

Manuscripts Electric Industrial Company of Osaka, Japan (currently with 50,000 live patents round the world) claims in new British patent 1,457,438 to have discovered an easy way to cut heavy metal. It is already known to cut a swathe through metal, by superheating a strip with an electric arc and blowing the molten metal away with an air jet.

This, however, produces smoke and other pollution of the surrounding atmosphere. The Japanese claim as a rather surprising answer the technique of blasting a jet of water, rather than air, at the strip to be cut.

In practice, rapewater is mixed with compressed air, and the turbulent mixture fed along a hose to what resembles a conventional arc welding tool. Hand-operated valves enable the workman to cut through metal sheet simply by sweeping the double-action tool across its surface.

Radiation health aid

Various schemes have been proposed for sterilizing goods such as surgical equipment after they have been packaged. Lessers and X-rays, for instance, have been tried. Now Sulzer Brothers of Switzerland, in BP1 457 996, claim success with gamma-radiation as emitted from radioactive materials.

Although radiation-sterilization is not in itself new, Sulzer propose an answer to one major problem encountered so far. This is that when you bombard anything with gamma-rays they are absorbed and converted into heat, so that the object gets very hot and either destroys itself or its packaging or both.

Sulzer have devised a fully automatic homecom of tubes, some containing radioactive rods and others guiding air or water, to serve as a water-cooling system. In this way, it is claimed, it is possible to keep the temperature of whatever is being sterilized low, while killing germs trapped inside the sealed package.

OECD calls on Swiss to do more about stimulating economy

From Peter Norman
Bonn, March 22

Switzerland, which last year was alone among the industrialized countries in bringing inflation to a standstill, is now being urged by the Organisation for Economic Cooperation and Development to do more to stimulate its domestic economy.

For while the Swiss have stopped price rises and, thanks to the repatriation of foreign workers, have experienced no serious unemployment problem, their economy is likely to grow this year only a little after two years of deep recession.

The OECD's annual report on the Swiss economy sees little chance of last year's slight strengthening of economic activity developing into a sustained recovery in 1977.

The expected slowdown in world trade and structural problems in the Swiss economy mean gross national product is likely to rise in real terms only 0.5 per cent in 1977 and 0.1 per cent last year.

At the same time, Switzerland's current account balance of payments surplus, which last year amounted to 3,080 million francs (about £2,100m) or a substantial 6 per cent of GNP, could continue to grow to show a surplus of close to 9,500 million francs.

The OECD sees a real danger of Switzerland's high current account balance of payments surplus forcing the already strong Swiss franc even higher on foreign exchange markets and making Swiss products increasingly uncompetitive at home and on world markets.

It would like to see Switzerland boost its economy and bring the current account surplus down to a contribution to world efforts designed to even out divergences in the balance of payments performances of individual nations.

The OECD, therefore, says that Swiss demand management policy should remain expansionary, that a liberal stance in monetary policy should be maintained and that the country's public finance policy should continue to support economic activity. Specifically, it suggests that Switzerland should not be afraid to enlarge its public sector deficit or allow an increase in private demand.

Looking further ahead, the OECD would like to see a reform of the Swiss tax system to ensure that tax receipts keep in line with the growth of national income and federal expenditure. The organization favours the proposed introduction of value-added tax, which is due to be put to a popular vote in a referendum scheduled for introduction at the beginning of next year.

Industrial trade within the EEC edging up

Brussels, March 22—Underlying trade in industrial production within the European Community continues to inch upwards, but industry still has available a substantial margin of unused capacity, the EEC Commission says.

In its latest graphs and notes on the economic situation in the Community, the Commission said that despite the somewhat more favourable production expectations revealed by business surveys in early 1977, actual orders in hand are at a low level.

Until now expansion of industrial output in the Community as a whole had been underpinned mainly by demand for consumer durables, but recently business investment had shown some improvement in a number of countries, notably West Germany, The Netherlands and Britain. This helped to sustain production of intermediate goods.

The labour market was expanding while the number of persons working was not showing any significant rise.

Divergent inflationary trends remained as severe in early 1977 as before. Food prices and public charges moved up appreciably, as did prices for certain imports.

The increase in consumer prices averaged an annual rate of 14 per cent in January, up from 11.5 per cent in December.

Unctad hopes for commodity fund

From Alan McGregor
Geneva, March 22

Guarded optimism is clearly evident at the Unctad negotiating conference on a common fund—key-stone of the proposed integrated programme for 18 main commodities—now over the halfway mark in its scheduled four-week session.

The optimism is mainly among Third World delegates and in the Unctad secretariat and is attributable largely to the "new" American attitude.

Abandoning reticence associated with its predecessor, the Carter Administration has said it has no prior objection to a common fund for individual-agreed buffer stocks.

The Group of 77 see the changed American position as bound to prod the West Germans, hitherto primarily responsible for the Community dragging its feet.

But, though both the United States and the EEC are now committed to specific negotiations, there is no anticipation of this conference, even if extended for a few days, producing the agreed blueprint for the fund, as was envisaged at last year's Unctad four conference in Nairobi.

If some basic lines at least are drawn, the developing nations will face the concept at long last moving forward. Their aim then would probably be to finish the job at a further conference here in September, where a whole package could be put to the next General Assembly—assuming no unexpected political developments in Community countries in the meantime.

If it seems unrealistically rapid to many Western delegates, they do acknowledge, however, that government thinking has evolved since Nairobi, even if not yet manifested in policy statements.

The Unctad estimate is that stocks for the initial 10 "core" commodities, including cocoa, coffee and tea, would cost about \$5,000m (about £2,941m) in the period 1978-84.

BLUE CIRCLE GROUP

The Board of Directors of The Associated Portland Cement Manufacturers Limited announce the following results for the Group for the year 1976, subject to completion of audit, with re-stated comparative figures for 1975:—

	1976 £m	1975 £m
Turnover	360.0	279.9
Trading Profits:		
UK	20.6	22.2
Overseas	11.0	7.1
Share of Profits of Associates	31.6	29.3
Investment Income	16.9	15.0
	3.8	1.7
Finance Charges	52.3	46.0
	6.9	6.6
Profit before Taxation	45.4	39.4
Taxation	22.6	22.0
Profit after Taxation	22.8	17.4
Interest of Minority Shareholders	4.4	2.6
Group share of profit after taxation	18.4	14.8
Dividends paid and proposed	6.8	6.2
Earnings per £1 Ordinary Stock Unit	22.8p	18.3p

The Board propose to recommend a final dividend of 5.7744 pence per £1 Ordinary stock Unit of the Company (1975 5.254p) in respect of the year ended 31 December, 1976, which, together with the interim dividend of 2.59 pence (1975 2.35p), makes a total dividend for the year of 8.3644 pence, being the maximum permitted under current Companies Act legislation.

Group share of profit after tax amounts to £18.4m compared to £14.8m for the previous year, an increase of 24.3%. The tax charge for the year has, however, been reduced by £1.5m in respect of prior years and after adjusting for this the increase in profit would be 14.2%. This year additional depreciation to take account of inflation has been included in respect of subsidiaries and principal associates and the results of a Rhodesian subsidiary have been excluded in view of the political situation in that country. The 1975 figures have been re-stated on a similar basis for the purposes of comparison. The Group depreciation charge, including additional depreciation, amounts to £24.3m (1975 £20.8m).

The charge for taxation for 1976 consists of £11.7m Corporation Tax, £4.7m Overseas Tax, £5.9m Associates and £0.3m Equalisation.

Due to the reduction in home cement demand and increasing costs, the trading profits from UK operations have fallen by 7.2%. This figure would have been greater, but for our success in increasing exports by 30.8% as compared with the previous year. The already inadequate return on assets employed in U.K. cement operations has fallen still further.

In contrast, operations from overseas showed continued growth notwithstanding the loss arising from the devaluation of the Mexican peso and resulting trading conditions in that country.

The Annual Report and Accounts will be despatched to stockholders on 12 April 1977 and the Annual General Meeting will be held on 5 May 1977. The proposed Final Ordinary Dividend, if approved, will be paid on 15 May 1977 to stockholders on the register at the close of business on 15 April 1977.

The Associated Portland Cement Manufacturers Limited

Portland House, Stag Place, London SW1E 5BJ

Business appointments Changes on Imperial Group board

Mr P. M. Davies, group secretary, has joined the board of Imperial Group. Mr McKinnon becomes finance director after the retirement of Mr W. G. McKinnon. Mr A. M. Reid is to be commercial director of Imperial Tobacco from July 1 and is to be succeeded as assistant managing director of John Player and Sons by Mr K. G. Robertson.

Mr Alexander Hodge has succeeded Mr Thomas Risk as chairman of Standard Life Assurance. Mr Desmond Mitchell has become deputy chairman. Mr Ian Pitman has retired from the board.

Mr Brian Shaw, managing director and chief executive of the Furness Withy Group, has joined the board of Grindlays Bank. Mr E. O. Vaughan, deputy chairman and general manager and a director of Lloyds Bank, has become a director of Grindlays Holdings.

Mr Leonard Goehner, became deputy chairman of the South Eastern Electricity Board on March 14. He succeeded Mr John Wedgwood who was made chairman last month.

Mr McGrouther, secretary of the South of Scotland Electricity Board, is to succeed Mr S. F. C. Whitmore as deputy chairman of the South Western Electricity Board on April 1.

Buy British appeal by shirtmakers

By Our Industrial Correspondent

Consumers were urged yesterday to support British shirt industry instead of buying garments imported from low cost producers in the Far East.

Mr Garth Smith, chairman of the Shirt Manufacturers' Federation, made the call a day after the Government introduced tough controls on imports of shirts from India. He told the organization's annual meeting that "one man's bargain was another man's job".

Mr Smith said that the average British male bought four shirts each year. If he listened to his conscience, he continued, and ensured that two of these were "British-made, the extra cost would be three pence a week.

"Is that too high a price to pay to keep a British industry alive and save many thousands of jobs. Cheap imports are wrecking the British shirt industry and causing acute unemployment.

"In the last few years more than 7,000 people have lost their jobs as a result. Already 72 per cent of all shirts sold in Britain come from low-wage countries and 56 per cent of all imported shirts come from Hongkong, where conditions of employment are deplorable", he said.

Commonwealth of Australia Twenty Year 5½% Bonds Due May 1, 1985

To the Holders of the above-described Bonds:

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Bonds of the above-described issue, Morgan Guaranty Trust Company of New York, as Sinking Fund Agent, has drawn by lot for redemption on May 1, 1977, at 100% of the principal amount thereof through operation of the Sinking Fund, \$529,000 principal amount of said Bonds bearing the following numbers:

4	844	2308	3204	3551	3572	3573	3574	3575	3576	3577	3578	3579	3580	3581	3582	3583	3584	3585	3586	3587	3588	3589	3590	3591	3592	3593	3594	3595	3596	3597	3598	3599	3600	3601	3602	3603	3604	3605	3606	3607	3608	3609	3610	3611	3612	3613	3614	3615	3616	3617	3618	3619	3620	3621	3622	3623	3624	3625	3626	3627	3628	3629	3630	3631	3632	3633	3634	3635	3636	3637	3638	3639	3640	3641	3642	3643	3644	3645	3646	3647	3648	3649	3650	3651	3652	3653	3654	3655	3656	3657	3658	3659	3660	3661	3662	3663	3664	3665	3666	3667	3668	3669	3670	3671	3672	3673	3674	3675	3676	3677	3678	3679	3680	3681	3682	3683	3684	3685	3686	3687	3688	3689	3690	3691	3692	3693	3694	3695	3696	3697	3698	3699	3700	3701	3702	3703	3704	3705	3706	3707	3708	3709	3710	3711	3712	3713	3714	3715	3716	3717	3718	3719	3720	3721	3722	3723	3724	3725	3726	3727	3728	3729	3730	3731	3732	3733	3734	3735	3736	3737	3738	3739	3740	3741	3742	3743	3744	3745	3746	3747	3748	3749	3750	3751	3752	3753	3754	3755	3756	3757	3758	3759	3760	3761	3762	3763	3764	3765	3766	3767	3768	3769	3770	3771	3772	3773	3774	3775	3776	3777	3778	3779	3780	3781	3782	3783	3784	3785	3786	3787	3788	3789	3790	3791	3792	3793	3794	3795	3796	3797	3798	3799	3800	3801	3802	3803	3804	3805	3806	3807	3808	3809	3810	3811	3812	3813	3814	3815	3816	3817	3818	3819	3820	3821	3822	3823	3824	3825	3826	3827	3828	3829	3830	3831	3832	3833	3834	3835	3836	3837	3838	3839	3840	3841	3842	3843	3844	3845	3846	3847	3848	3849	3850	3851	3852	3853	3854	3855	3856	3857	3858	3859	3860	3861	3862	3863	3864	3865	3866	3867	3868	3869	3870	3871	3872	3873	3874	3875	3876	3877	3878	3879	3880	3881	3882	3883	3884	3885	3886	3887	3888	3889	3890	3891	3892	3893	3894	3895	3896	3897	3898	3899	3900	3901	3902	3903	3904	3905	3906	3907	3908	3909	3910	3911	3912	3913	3914	3915	3916	3917	3918	3919	3920	3921	3922	3923	3924	3925	3926	3927	3928	3929	3930	3931	3932	3933	3934	3935	3936	3937	3938	3939	3940	3941	3942	3943	3944	3945	3946	3947	3948	3949	3950	3951	3952	3953	3954	3955	3956	3957	3958	3959	3960	3961	3962	3963	3964	3965	3966	3967	3968	3969	3970	3971	3972	3973	3974	3975	3976	3977	3978	3979	3980	3981	3982	3983	3984	3985	3986	3987	3988	3989	3990	3991	3992	3993	3994	3995	3996	3997	3998	3999	4000	4001	4002	4003	4004	4005	4006	4007	4008	4009	4010	4011	4012	4013	4014	4015	4016	4017	4018	4019	4020	4021	4022	4023	4024	4025	4026	4027	4028	4029	4030	4031	4032	4033	4034	4035	4036	4037	4038	4039	4040	4041	4042	4043	4044	4045	4046	4047	4048	4049	4050	4051	4052	4053	4054	4055	4056	4057	4058	4059	4060	4061	4062	4063	4064	4065	4066	4067	4068	4069	4070	4071	4072	4073	4074	4075	4076	4077	4078	4079	4080	4081	4082	4083	4084	4085	4086	4087	4088	4089	4090	4091	4092	4093	4094	4095	4096	4097	4098	4099	4100	4101	4102	4103	4104	4105	4106	4107	4108	4109	4110	4111	4112	4113	4114	4115	4116	4117	4118	4119	4120	4121	4122	4123	4124	4125	4126	4127	4128	4129	4130	4131	4132	4133	4134	4135	4136	4137	4138	4139	4140	4141	4142	4143	4144	4145	4146	4147	4148	4149	4150	4151	4152	4153	4154	4155	4156	4157	4158	4159	4160	4161	4162	4163	4164	4165	4166	4167	4168	4169	4170	4171	4172	4173	4174	4175	4176	4177	4178	4179	4180	4181	4182	4183	4184	4185	4186	4187	4188	4189	4190	4191	4192	4193	4194	4195	4196	4197	4198	4199	4200	4201	4202	4203	4204	4205	4206	4207	4208	4209	4210	4211	4212	4213	4214	4215	4216	4217	4218	4219	4220	4221	4222	4223	4224	4225	4226	4227	4228	4229	4230	4231	4232	4233	4234	4235	4236	4237	4238	4239	4240	4241	4242	4243	4244	4245	4246	4247	4248	4249	4250	4251	4252	4253	4254	4255	4256	4257	4258	4259	4260	4261	4262	4263	4264	4265	4266	4267	4268	4269	4270	4271	4272	4273	4274	4275	4276	4277	4278	4279	4280	4281	4282	4283	4284	4285	4286	4287	4288	4289	4290	4291	4292	4293	4294	4295	4296	4297	4298	4299	4300	4301	4302	4303	4304	4305
---	-----	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------

Only use these tags: **From** and **in** after such redemption date of more than 100% interest shall accrue upon or in respect of any such Bonds called for redemption as aforesaid.

COMMONWEALTH OF AUSTRALIA

March 23, 1977

Industrial
trade within
the EEC
dging up

FINANCIAL NEWS AND MARKET REPORTS

Stock markets

Equities bounce back, but trade is thin

Shares recovered a good part of Monday's hefty losses even though many prices were well below their best by the close. Dealers said the main impetus for the advance came from "bear" closing with the longer-term investors preferring to stay on the sidelines until the present political uncertainty is resolved one way or the other. The FT Index was 3.8 better by 2 pm, but as the interest waned it fell back to close exactly five points up at 419.4.

The oil sector is confident that Libyans' forthcoming annual meeting will bring good news on the all-important Indonesia gas project. The word is that a deal will be struck within months ahead of schedule, originally set for the second half of the year. Profits from the venture alone could eventually reach \$3m and transform the share which traded at a firm 150p.

In the gilt-edged market, trading was also much lighter with what interest there was centred on shorter dates, where the prospect of another cut in the Minimum Lending Rate acted as an additional incentive. Gains among the "shorts" stretched to five eighths with longer dates ending at or just above overnight levels as recent profit-taking died up.

Bid activity sprang to life again. Foremost was Barr & Stroud which soared from 179p to 360p, still some way short of its bid price of 590p from Wilkinson. The share was mentioned there as a possible bid candidate earlier this year.

Another to receive terms was F. J. Wallis, a long-standing market candidate, which jum-

ped 16p to 63p after a move by BAT subsidiary, International Stores. Elsewhere, Cavenham was at a weak 128p after a denial that another bid from the parent was imminent. The Wallis bid prompted a firmer showing from other food shares with Sainsbury up 4p to 139p, Associated Dairies 4p to 103p, Dejean 2p to 103p and still helped by recent figures, and Booker McConnell, which put on 5p to 143p ahead of a statement.

With fears receding that compensation terms might be delayed, shipbuilding shares made a firm showing with Robb Caledon better by 5p to 75p, Hawthorn Leslie 5p to 55p and Swan Hunter 3p to 85p. In a firm shipping sector, Turbott Scott "A" rose another 10p to 35p in a thin market, European Ferries were active at 58p and Manchester Liners held firm at 260p ahead of figures this week.

Among the leaders, Unilever soared 10p to 470p and there were rises from Elcom at 357p, Beecham 443p, Glaxo at 488p and ICI at 357p. Ad-

ditionally helped by the chairman's remarks, Turner & Newall firmed 6p for a close 185p. In stores, tax-cut hopes were again the main impetus with Gus "A" advancing 6p to 266p and British Home Stores up 5p to 184p. Ahead of figures, BICC advanced 6p to 113p in electricals where Rank put on 4p to 112p, but Decca "A" slipped 3p to 285p. In the building sector, profits rather below expectations and a downturn in United Kingdom operations did nothing for AP Cement which slipped 3p to 185p. Concern over corruption allegations against two subsidiaries left Bryant Holdings 3p lower at 18p. Wm. Press rose 3p to 53p on more bid talk. The higher tea price continued to benefit the related shares with Demati up 3p to 40p, Moran 10p to 235p, Warren 8p to 154p and Longbourne 15p to 190p. Companies with hopes for an easing of dividend restraint included James Finlay, better by 3p to 202p, Gill & Duffus, the commodity group which has also been subject to

takeover talk, up 6p to 196p and J. Bibby which put on 5p to 123p.

In the financial sector, the best rises came from the overseas banks with NSW Bank gaining 15p to 420p, ANZ Group 5p to 285p and Australia Commerce Bank 5p to 240p.

Among composite insurances, Royal were up 4p to 330p after the previous day's heavy fall, while the best of the brokers was Sedgwick Forbes with a rise of 6p to 286p.

Smith and Nephew, the elastoplastics-to-cosmetics group, should create a pleasant surprise with its full-year figures, which are due tomorrow. Analysts have been going for around £12.75m against £11.8m in 1976, but there are growing hopes of something better by £1.1m now looks the more likely figure.

In oils BP continued to lose ground and were 6p lower at 330p, but Shell managed a modest 2p gain to finish at 500p.

In the mining sector, gold shares fell with the bullion prices, but two features were to be found in Pacific Copper up 3p to 46p after comment and Globe & Phoenix better by 3p to 46p on news of a plan for another mine.

Figures helped Ladbroke to rise 2p to 102p. Sharma Ware 4p to 45p and Home Counties News 6p to 42p. Weir Group eased after hours on figures. Equity turnover on March 21 was £56.10m (17,426 bargains). According to Exchange Telegraph, active stocks yesterday were Courtaulds, Plessey, Turner & Newall, Unilever, National Westminster, GEC floating rate notes, Beecham, Shell, Disposal, BICC, BP, B.T. Ltd, Burnish, ICI, Pacific Copper, Swan Hunter, Wm Press, Recal, European Ferries, Wilmot-Breeden, Watcru Holdings and F J Wallis.

Latest dividends

Company	Ord	Year	Pay	Year's	Prev
AP Cement (25p) Fin	1.7	1976	16.5	8.35	1.8
Boddingtons Brews (25p) Fin	1.04	1976	12.5	1.41	1.28
Broom Eng (10p) Fin	2.99	1976	2.6	2.54	3.55
Bury & Bisco (10p) Fin	1.12	1976	10.5	3.75	3.5
Cir & Int (25p) Fin	2.61	1976	9.5	5.36	3.56
CSC Investment (25p) Fin	2.75	1976	18.5	2.5	3.0
Hall Bros Steam (10p) Fin	1.3	1976	18.5	1.61	1.1
Home Count News (25p) Fin	2.5	1976	13.5	1.1	1.1
John L. Jacobs (20p) Fin	0.87	1976	9.5	0.87	0.87
Ladbroke Group (10p) Fin	1.17	1976	27.4	3.65	3.65
Malayan Tin (25p) Int	1.98	1976	1.5	2.3	2.31
Mont Boston Inv (10p) Fin	1.17	1976	13.5	2.14	1.95
Ricardo, Engineers (25p) Int	1.37	1976	1.82	2.68	2.73
Riverview Rubber (51p) Int	1.34	1976	30.5	2.25	2.25
Scots Nium Inv (25p) Fin	2.10	1976	2.9	2.68	2.68
Sharma Ware (20p) Int	2.9	1976	4.75	4.3	4.3
Stratford Park (25p) Int					
Watmoughs (25p) Fin					
Weir Group (25p) Fin					

Dividends in this table are shown net of tax on pence per share. Elsewhere in Business News dividends are shown on a gross basis. To establish gross multiply the net dividend by 1.54. * As forecast. † Adjusted for scrip. ‡ Pence per share.

Bumper £7.5m from Weir Group -and salt pay-off still to come

Weir Group's position as one of the top three desalination plant contractors in the Middle East barely helped profits to surge ahead by 2.1 percent to a record £7.5m in 1976; but it stands to make a significant impact this year. Although the board are looking for more than a "modest advance" in 1977, the bulk of the desalination contracts profit comes through this year and next.

With a Qatar project adding £35m to the desalination workload, Weir now has about £125m of this type of work on its books. Yields for such contracts range between 3 per cent to a maximum 7 per cent, so the aggregate profit contribution for 1977 and 1978 could, if all works well, match the

1976 pre-tax total. No problems have been encountered on progress payments, apparently, so the work is largely self-financing.

At home, Weir has had to provide £740,000 for closure of the Yoker pump factory whose work has been absorbed by two other pump plants. But the foundry and pump divisions are to receive almost all the £2.5m-£3m capital investment in 1977; and the board reports that orders are far less "lumpy" than last year, for example, output for agricultural industry was almost entirely concentrated in the second half.

Some £3m will be injected into the pump business in the next two years while the investment in foundries will be

helped by a 40 per cent far-reaching foundries grant.

The expenditure is being financed by depreciation and is thus well within cash flow. Retentions are being used to cut gearing, which has been slashed in the past two years from 160 per cent to around 90 per cent at the last balance sheet date.

The order-book stands at £200m (against about £120m a year ago) and exports both direct and indirect, worth about a fifth of last year's £130.12m total, are assuming increasing significance.

The shares were unchanged yesterday at 89p where the dividend of 7.28p gross a share (against 6.6p) yields 8.1 per cent.

Swoop on F J Wallis

BAT tries shops again

International Stores appears to have timed its £56m cash bid for supermarket chain, F. J. Wallis, with uncanny accuracy. Several members of the Wallis board, including chairman Mr D. J. Glynn, have been ill over the past year and certain others have left.

While the essential management strengths, widely recognized in the market yesterday, have been unimpaired, certain elements of long strategy have gone awry.

Crucially, the F. J. Wallis Settlement, has proved out of step with the aims of the executive board. The bid, which Wallis discovered at around midnight on Monday night, has already been accepted by one Wallis director, Mr E. T. Blythe, on behalf of the trust and other shareholders have also pitched in giving International Stores instant control of over 50 per cent.

On tactical grounds, too, Wallis has been left on the starting grid since a new merchant banking adviser, Morgan Grenfell, was appointed only last Friday and would have taken some time to build the ramparts of a defence should, as some expected, Wallis have decided to resist.

In addition, the disruption

and resignations from the boardroom meant that Wallis had to defer investment decisions and, while plans for a five year programme for new larger stores is now under way, the group had been accumulating a tempting pile of cash. The latest balance sheet for the year to 1 January last shows no overdrafts and cash and short term deposits of £9.9m. But it is understood that management and Economics of Scale rather than cash are International's chief targets. Wallis pushed profits in a harsh trading climate up by 34 per cent last year to a peak £5.5m and, although the pressure on gross margins intensified, the pre-tax return on turnover improved from 4.07 per cent to 4.35 per cent. Sales grew by £16.5m to £80.24m.

This year the group is looking for maintained margins and sales in the first eight weeks have risen by 23 per cent. With tight control on overheads, which are building up less quickly this year, a percentage decline in the depreciation charge, promotional expenditure and a strong financial position, the historic 7/1 ratio of 12.3 is not particularly generous.

The instant market reaction was to look at the likely repercussions on other small stores groups. Indeed, for example, climbed 2p to 238p while

Lemons rose 4p to 35p. But it may be that over the longer term, International Stores will aim somewhat higher than these.

Its problems have been profound. A total of over 300 stores, almost a third of the total, have been closed since the autumn of 1975 in an attempt to build an increased average outlet size into the portfolio. It is no coincidence that Wallis operates at an average floor space of 5,000 sq ft, some 2,000 sq ft per store greater than International, whose margins bear scant comparison. For example, International made £3.1m pre-tax in the year to end-September last on sales of almost £300m. This relative failure is accounted for by the dramatic shift in the retail sector as a whole that has occurred since the economic crisis of 1974. With cost-inflation overtaking price-inflation, economies of scale are the major priority.

It is doubtful, given a 10 per cent cost of money charge, whether International has washed its face" since its £62m acquisition by BAT Industries. The board are stepping up International's "re-cycling programme" with 500,000 sq ft of large store development starting to come on stream, this summer.

Ray Maughan

Y. J. LOVELL (HOLDINGS) LIMITED

MAIN GROUP ACTIVITIES: Building, Residential and Commercial Developments, Plant Hire, Timber Importing and Merchandising

A year of success SUMMARISED RESULTS

	1976	1975
Group Turnover	£200	£200
Trading Profit before Taxation	47,337	39,516
Profit before Taxation	1,525	1,382
Ordinary Dividend 8.49p per share (1975-211p)	682	649
Earnings per Ordinary share	239	127
(As approved by the Treasury on increased capital)	10.7p	10.4p

Extracts from Address to Shareholders by the Chairman, Peter Trench

"... While we are still obtaining our fair share of quality enquiries for construction we steadfastly refuse to take contracts at uneconomic prices. I am, however, more optimistic that the residential and commercial development sectors could see a return to real confidence this year. Because of its close relationship to housebuilding this applies equally to our timber division."

"... The overseas market must be taken seriously and it is in shareholders' long term interests that we broaden our geographical base."

"... Despite the gloomy prediction for the industry generally, as a Group we have started the present year well and I am not too despondent about finishing the year in reasonable style."

LOVELL

We've passed our eleven plus.

For the eleventh consecutive year overall trading profits for the Barrow Hapburn Group increased in 1976.

Compared to 1975 profits before exceptional items and taxation were up by 35 per cent.

We have been allowed a 12.5 per cent increase in dividends and earnings per share are up from 4.6p to 7.4p.

Despite adverse conditions for the U.K. Tanning operations, the Leather Division as a

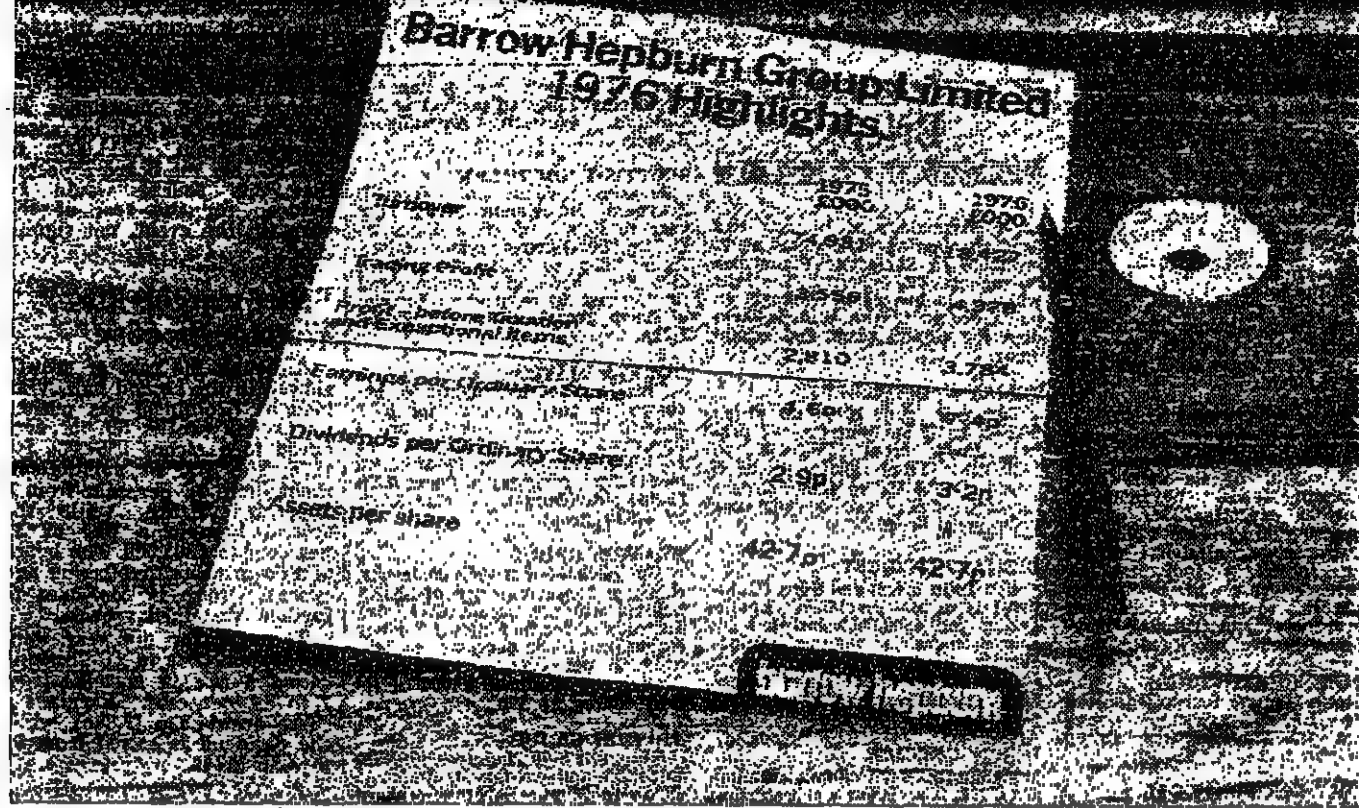
whole increased both turnover and profits.

The Chemical Division has provided the main boost to group profits, and investment of more than £1m in this Division represents a little over half of all new investment for the year.

Although the economic climate has been far from ideal, Barrow Hapburn Industries has also managed to maintain profit levels.

Exports have increased by 68 per cent.

Group profit for 1977 is expected to show further improvement.



IMPERIAL GROUP LIMITED

Extracts from the statement by Mr. John Pile, Chairman, at the Annual General Meeting held in London on 22nd March 1977

PROFITS AND INVESTMENT

The increase in Group profit before tax from £106.8 million to £129.6 million, a rise of 21.3%, was no bad performance in a year so full of gloom in British industry. The need for greater profitability in British industry is now more widely recognised. The profits of Imperial are not yet great enough for the good of the total enterprise, but nevertheless, in the current year we are planning to spend in excess of £80 million on new fixed investment, some £30 million more than last year. We are sure that this is right in the long term interests of our Company.

PRICE CONTROL

With our considerable continuing success in the market place we would normally have expected to provide this new investment out of cash flow. We will, of course, make every effort to do so, but the effect of the Price Code over the last 3½ years has been to erode our profits and those of other companies to the point where the Code itself became ineffective. It is now intended to alter it, with new provisions apparently dictated by power politics. The proposals are vague and the effect of implementing them would be to bring to commercial decision-taking a whole new area of uncertainty. Uncertainty is the enemy of planning and therefore of investment. Price control should be abolished in its entirety. The market place will ensure, as it does at present, that prices remain fair. Increased profits should be actively encouraged by Government so that British industry can regain the strength to develop the factories and

products and the skills which, together, can enable us to prosper.

MANAGERS

Disillusionment is widespread amongst managers at all levels. They feel undervalued, and they are. The management of our Group is second to none: those of us who have visited companies and business schools in other countries can testify to that. But thousands of managers and professionally qualified men have already left this country for places where their skills are better appreciated - including, I am sad to say, some men from this Company. And those, usually with little experience of industry, who speak slightly of the British manager should be asked "Why then is he so keenly sought after by firms in other countries?" It is to be fervently hoped that our present Chancellor will show his understanding of this problem in a practical way when he speaks next Tuesday, and that whatever agreement the Government may make with the TUC on the next phase of the pay policy, the plight of the manager will not once again be overlooked.

SMOKING AND HEALTH

I am pleased to be able to say that our Tobacco Division, together with the rest of the UK industry, has continued to have a good working relationship with the Department of Health and Social Security. To quote the Secretary of State when he announced details of a new voluntary three-year agreement with the industry on 8th March, "The industry has been helpful and constructive during these discussions and I would like to make public acknowledgement of that." We believe that this agreement will bring greater stability to the industry in the field of smoking and health and therefore will be in its longer term interests. Further, we have all co-operated since 1973 with the Independent Scientific Committee on Smoking & Health, now commonly known as the Hunter Committee, with particular reference to the clearance for marketing of tobacco substitutes and additives. This Committee is due to meet on Friday next and we look forward to getting early clearance for NSM, our new tobacco substitute.

PROSPECTS FOR THE CURRENT YEAR

Unless some blow is struck at us - perhaps in next week's Budget - we expect the half year results to show some slight advance over the corresponding period of the previous year - and this despite artificially high sales in that latter period following the change in the tobacco duty structure. Beyond that the imponderables are much greater. The pay policy, price control, fiscal policy, inflation - even the weather affects us. But, against that, our main products have proved their wide appeal. Indeed, to many people they are essential for the full enjoyment of life. We have a strong and deter-

mined management, well able to adapt our companies if necessary to changing times. In the past I have referred to the advantage gained by a Group of our kind from the fact that if one Division or Unit is suffering some special difficulty this will normally be counterbalanced by improved results elsewhere. With that thought to comfort me I am as convinced as any company chairman can be in these uncertain times that the profits for the current year will, in historic terms, be at least as high as those of the previous year, and that we are well poised for increased success in 1978 and beyond.

Consolidated Results in Brief		
£ million	1976	1975
GROUP SALES	2,806.22	2,353.74
SUMMARY OF PROFIT AND LOSS ACCOUNTS		
Group trading surplus before taxation	161.33	138.37
Interest charges	36.53	44.88
Investment income	16.77	14.63
GROUP PROFIT BEFORE TAXATION	128.57	106.80
Group profit before deferred taxation	86.35	89.46
GROUP PROFIT AFTER ALL TAXATION (excluding extraordinary items)	69.37	62.66
APPLIED AS FOLLOWS		
Revenue reserves	29.58	20.13
Ordinary dividends	35.79	32.53
Extraordinary items transferred to revenue reserves	13.66	87.95
SUMMARY OF BALANCE SHEETS		
Group operating capital	1,011.20	982.97
*Investments	250.06	242.36
	1,261.26	1,225.33
Net assets at book value	735.33	706.25
KEY STATISTICS		
Earnings per share (excluding extraordinary items)	9.3p	7.6p
Dividend per share	5.06p	4.50p
Dividend - times covered	1.8	1.6
Interest - times covered	4.4	3.4
Net assets at book value in pence per share:		
Trading	69.7	65.7
*Investments	35.4	34.3
	104.1p	100.0p
Loan capital and short term borrowings as a percentage of net assets at book value excluding goodwill	69.8%	102.6%
*At 4th February 1977 the total value of investments was £282.2 million equivalent to 40.0 pence per share.		



Mr. John Pile, Chairman, Imperial Group Limited

"WE ARE WELL POISED FOR INCREASED SUCCESS IN 1978 AND BEYOND"

Volume sales increase helps Bayer to shine

Lionel Denny House, 27 Gower
Road, London, EC1M 7BB

Stock Exchange Prices

Solid gains

Account Days : Dealings Began, March 14. Dealings End, March 25. § Contrango Day, March 28. Settlement Day, April 5

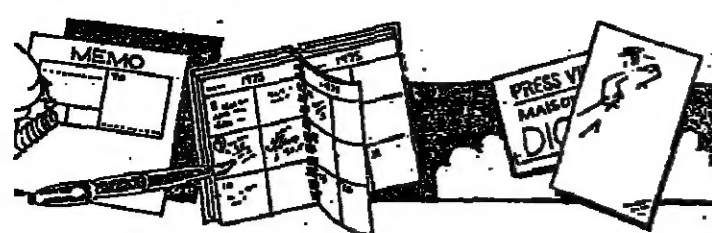
§ Forward bargains are permitted on two previous days.

SURVEYORS VALUERS AND AUCTIONEERS OF REAL ESTATE

HB Healey & Baker
Established 1820 in London
29 St. George Street, Hanover Square,
London W1A 3BG 01-629 9292
CITY OF LONDON 118 OLD BROAD STREET LONDON EC2M 1AR
ASSOCIATED OFFICES PARIS BRUSSELS AMSTERDAM & JERSEY

BRITISH FUNDS				COMMONWEALTH AND FOREIGN				LOCAL AUTHORITIES				FOREIGN STOCKS				DOLLAR STOCKS				BANKS AND DISCOUNTS				BREWERS AND DISTILLERS			
Stock	Price	Change	Yield	Stock	Price	Change	Yield	Stock	Price	Change	Yield	Stock	Price	Change	Yield	Stock	Price	Change	Yield	Stock	Price	Change	Yield	Stock	Price	Change	Yield
British Overseas	105.00	0.00	4.50	Commonwealth	100.00	0.00	4.50	London & Westminster	100.00	0.00	4.50	Anglo-Siam	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Guinness	100.00	0.00	4.50
British India	105.00	0.00	4.50	Foreign	100.00	0.00	4.50	Metropolitan	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Africa	105.00	0.00	4.50	India	100.00	0.00	4.50	County of London	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British America	105.00	0.00	4.50	China	100.00	0.00	4.50	County of Middlesex	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Europe	105.00	0.00	4.50	Japan	100.00	0.00	4.50	County of Surrey	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Asia	105.00	0.00	4.50	USA	100.00	0.00	4.50	County of Kent	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Oceania	105.00	0.00	4.50	Canada	100.00	0.00	4.50	County of Sussex	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Australasia	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Devon	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Africa	105.00	0.00	4.50	South Africa	100.00	0.00	4.50	County of Cornwall	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Asia	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Dorset	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Oceania	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Devon	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Africa	105.00	0.00	4.50	South Africa	100.00	0.00	4.50	County of Cornwall	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Asia	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Dorset	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Oceania	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Devon	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Africa	105.00	0.00	4.50	South Africa	100.00	0.00	4.50	County of Cornwall	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Asia	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Dorset	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Oceania	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Devon	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Africa	105.00	0.00	4.50	South Africa	100.00	0.00	4.50	County of Cornwall	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Asia	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Dorset	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Oceania	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Devon	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Africa	105.00	0.00	4.50	South Africa	100.00	0.00	4.50	County of Cornwall	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Asia	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Dorset	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Oceania	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Devon	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Africa	105.00	0.00	4.50	South Africa	100.00	0.00	4.50	County of Cornwall	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Asia	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Dorset	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Oceania	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Devon	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Africa	105.00	0.00	4.50	South Africa	100.00	0.00	4.50	County of Cornwall	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Asia	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Dorset	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Oceania	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Devon	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Africa	105.00	0.00	4.50	South Africa	100.00	0.00	4.50	County of Cornwall	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Asia	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Dorset	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Oceania	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Devon	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Africa	105.00	0.00	4.50	South Africa	100.00	0.00	4.50	County of Cornwall	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Asia	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Dorset	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Oceania	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Devon	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Africa	105.00	0.00	4.50	South Africa	100.00	0.00	4.50	County of Cornwall	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Asia	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Dorset	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Oceania	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Devon	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Africa	105.00	0.00	4.50	South Africa	100.00	0.00	4.50	County of Cornwall	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Asia	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Dorset	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Oceania	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Devon	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Africa	105.00	0.00	4.50	South Africa	100.00	0.00	4.50	County of Cornwall	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Asia	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Dorset	100.00	0.00	4.50	Bank of India	100.00	0.00	4.50	Bank of China	100.00	0.00	4.50	Bank of Australasia	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Oceania	105.00	0.00	4.50	South America	100.00	0.00	4.50	County of Devon	100.00	0.00	4.50	Bank of Persia	100.00	0.00	4.50	Bank of Japan	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Africa	105.00	0.00	4.50	South Africa	100.00	0.00	4.50	County of Cornwall	100.00	0.00	4.50	Bank of Egypt	100.00	0.00	4.50	Bank of Siam	100.00	0.00	4.50	Bank of New Zealand	100.00	0.00	4.50	James Watson & Co	100.00	0.00	4.50
British Asia	1																										

ley & B
Established 1920 in London
100 Strand, London WC2R 0AL
01-584 3388
01-584 3389
01-584 3390
01-584 3391
01-584 3392
01-584 3393
01-584 3394
01-584 3395
01-584 3396
01-584 3397
01-584 3398
01-584 3399
01-584 3400
01-584 3401
01-584 3402
01-584 3403
01-584 3404
01-584 3405
01-584 3406
01-584 3407
01-584 3408
01-584 3409
01-584 3410
01-584 3411
01-584 3412
01-584 3413
01-584 3414
01-584 3415
01-584 3416
01-584 3417
01-584 3418
01-584 3419
01-584 3420
01-584 3421
01-584 3422
01-584 3423
01-584 3424
01-584 3425
01-584 3426
01-584 3427
01-584 3428
01-584 3429
01-584 3430
01-584 3431
01-584 3432
01-584 3433
01-584 3434
01-584 3435
01-584 3436
01-584 3437
01-584 3438
01-584 3439
01-584 3440
01-584 3441
01-584 3442
01-584 3443
01-584 3444
01-584 3445
01-584 3446
01-584 3447
01-584 3448
01-584 3449
01-584 3450
01-584 3451
01-584 3452
01-584 3453
01-584 3454
01-584 3455
01-584 3456
01-584 3457
01-584 3458
01-584 3459
01-584 3460
01-584 3461
01-584 3462
01-584 3463
01-584 3464
01-584 3465
01-584 3466
01-584 3467
01-584 3468
01-584 3469
01-584 3470
01-584 3471
01-584 3472
01-584 3473
01-584 3474
01-584 3475
01-584 3476
01-584 3477
01-584 3478
01-584 3479
01-584 3480
01-584 3481
01-584 3482
01-584 3483
01-584 3484
01-584 3485
01-584 3486
01-584 3487
01-584 3488
01-584 3489
01-584 3490
01-584 3491
01-584 3492
01-584 3493
01-584 3494
01-584 3495
01-584 3496
01-584 3497
01-584 3498
01-584 3499
01-584 3500



La creme de la creme Opportunities

—Managerial—Administrative—Secretarial—Personal Assistants—

All recruitment advertisements on this page are open to both male and female applicants.

Secretary

c. £3,500 p.a.

We are looking for a lively, intelligent person with a good telephone manner to join a team of professionals in the international hospital management business.

Our company, which is a subsidiary of an American public corporation, is currently recruiting all types of personnel for the King Fahd Specialist Hospital in Riyadh, Saudi Arabia. In addition to general secretarial duties, the job will involve frequent liaison with colleagues in our Middle East and United States offices and also responsibility for processing candidates' files from interview through to assignment overseas.

Good typing and shorthand ability are essential.

Please write or phone:

Clare Mooney,
HOSPITAL CORPORATION
INTERNATIONAL LTD.,
33 Cavendish Square,
London W1M 0AA
Tel: (01) 491 3211



£3,000+ P.A.

If you can sell or be trained to sell, have a capacity for really hard work and are seeking an interesting and challenging career, you could be the person that we are looking for. We are able to offer you 4 weeks' 3 days' paid holidays after the first 6 months, and 5 weeks' after a year, a subsidised restaurant and first-class conditions in a new, air-conditioned office building. In addition, we will see that you have intensive training to help you be successful, and the opportunity to earn over £3,000 per annum, including bonus.

So, if you are suffering from a lack of challenge and stimulus, apply now for a job in The Times Telephone Sales Department selling the benefits of Classified Advertising in one of the best newspapers in the world, helping private and professional people get the best results from their advertisements.

Consider your job now, then ring Brian Wexham for an interview on

01-837 1234 extension 7115

DEPARTMENTAL SECRETARY

Educational Broadcasting

The Independent Broadcasting Authority has a vacancy for a Departmental Secretary to work for the Educational Broadcasting Department at its London headquarters. The duties will be to provide secretarial support to the Director of the Department and to assist in the administration of the Department's policy in relation to educational broadcasting. The successful candidate will be required to monitor the work of the Department's various educational bodies including professional associations, local education authorities, the Independent Broadcasting Corporation and the BBC. There is also a flow of visiting overseas educationalists. A mature person with a background in the educational field would therefore be a distinct advantage.

The salary will be in the range £3,270 to £3,765 (including pay increments). Four weeks' annual holiday; staff pension; pension scheme. For further details and an application form please telephone 01-584 7011, ext. 300, or if you prefer write to: The Personnel Officer, Educational Broadcasting Authority, 70 Abchurch Lane, London EC4N 3DF.

SECRETARY FOR MD

c. £3,250 Managing Director of international trailer rental organisation requires an efficient, self-reliant secretary/PA for the UK division's new head office at Watford. A 25+ year old, with at least 10 years' experience in a similar post. Knowledge of French would be an advantage. Please write giving personal history, telephone number and quoting reference SMD/CC to: Managing Director, TRANSPORT INTERNATIONAL POOL LTD., Star House, 69-71 Clarendon Road, Watford, Herts.



SECRETARY TO SALES MANAGER

This is a responsible position requiring first-class secretarial skills and the ability to work as part of a team. A good organizer with the ability to deal with people at all levels is essential. The work is varied and there is considerable scope to expand with the company. Location: convenient West End location. Salary from £3,000 to £3,500. Write or telephone Valerie Hills, KANDYA MEREDITH LTD., 2 Ridgmont Place, London WC1E 7AG. 01-580 0383

Secretary/P.A.

to the Managing Director

Are you a superb organiser with first-class secretarial skills, including Audio? If the answer is yes, you should be working for the Managing Director of this rapidly expanding, go-ahead company. Conditions are excellent and the rewards amply meet the demands. Phone Mike Newby now at Solus Schall, Annabelle House, Hounslow, Middx. 01-572 4221.

SECRETARY

For Publishing Company

To £3,500

Director and General Manager of a major Newspaper/Magazine Publishing House requires a Secretary. Good shorthand and typing required plus ability to work on own initiative. Please telephone today... MRS POSTLETHWAITE, UNITED NEWSPAPERS LTD., 22-27 Tudor Street, London, EC4A 3HR. TEL: 01-583 5182.

S.W.5

SECRETARY/SHORTHAND

TYPIST

required by small Export Company. Knowledge of export documentation, shipping, and telefax an advantage. Applicants must have pleasant personality and be able to work on own initiative. Preferred age late 20s-early 30s. Salary £2,500 p.a. Ring for interview 01-738 4001/2

FINANCE FIRM, WI

require competent Secretary for busy office. Urgent! Short-term, 12 months. Willingness to be involved in many administrative duties when necessary. Salary £3,000 p.a. Age 20-28. Ring 01-724 1655, Ext. 265.

LEADING WEST END

ADVERTISING AGENCY

are looking for a Secretary for a top Executive. Advertising experience preferred. Excellent working conditions. Salary £3,000 p.a. Age 20-28. Ring 01-724 1655, Ext. 265.

MONEY MONEY MONEY

required for leading international company. Salary £3,000 p.a. Ring 01-724 1655, Ext. 265.

Speak Spanish?

Are you bilingual English/Spanish and secretarial? If so would you like to work with two young Directors of a Spanish-based export company? Translations, correspondence, and general secretarial duties. Excellent salary £3,500 p.a. plus bonus. Apply to: Mrs. J. Swann, Goodhews, Burwood House, 16 Caxton Street, London, S.W.1.

TV Production

Assistant to join an expanding production company in W. London. You'll need previous related experience and the ability to type accurately. Salary £3,000 p.a. Ring 01-584 5551.

THE WINE SOCIETY

The Secretary of the Wine Society, the largest independent traditional wine retailer in the country, requires an experienced Secretary for the London office. The successful candidate will be responsible for the day-to-day running of the office, including correspondence, typing, and general secretarial duties. Salary £3,000 p.a. plus bonus. Apply to: The Secretary, WINE SOCIETY, 10, Abchurch Lane, London, E.C.4N. 3DF. Tel: 01-584 4651.

SECRETARY

£4,000 Neg. Grand new office, variety, responsibility and the freedom to develop your initiative. Excellent opportunity to join this expanding organisation. Apply to: The Secretary, HADSON PERSONNEL, 10, Abchurch Lane, London, E.C.4N. 3DF. Tel: 01-584 4651.

'A' LEVEL SCIENCE?

£3,500 +

Senior Secretary required for the Technical Manager of our International Company, Guinness Overseas Limited, located at Park Royal.

Interesting and responsible position for candidates with "A" levels in a science subject and good secretarial skills.

We can offer

Commencing salary from £3,500 according to age and experience

Pleasant working conditions in modern office block

Electric typewriter

Free lunch and 25 days holiday

Profit share and non-contributory pension.

Please telephone 01-955 7700 ext. 3308 or write stating age, qualifications and experience to Miss A. P. Lloyd, Assistant Personnel Manager (R), at

GUINNESS,

Park Royal Brewery
London, NW10 7RR

Personal Assistant to U.S. Managing Editor

£3,500-£4,000 Mayfair

A challenging and demanding job for personable and experienced PA who is free to become enthusiastically involved, works without supervision, is self-organized and can persuasively organize others, possesses excellent secretarial skills and good publishing experience.

Please call Jane Roth of FINEX PUBLICATIONS LTD on 01-499 8241/2, 31 Curzon St, London, W.1.

Finding yourself a new job isn't that easy—especially when you know your worth as a secretary—and it can be disheartening! When you've been to a company, been shortlisted and then refused, you need encouragement and help. Monica Grove or one of her colleagues at her employment consultancy—29 St James's Street (839 1082)—will offer helpful advice, won't waste your time sending you where you don't want to go, and will outline several possibilities. Our tight selection for our clients makes the odds much more in your favour than if you go direct to a company—that's where we can be of help.

U.S. OIL COMPANY

Manager spending TWO Weeks monthly overseas seeks an experienced

Executive Secretary

Located in Europe. She must be dynamic, reliable and free for heavy working and travelling. Excellent shorthand a must. Top class candidates only should apply with C.V., photo and salary expectations, quoting phone number to 8303. MARIE GILBERT—CONSEIL EN RECRUTEMENT 43, rue de Valenciennes 75019 PARIS—FRANCE—who will hold interviews in London.

DIRECTOR'S SECRETARY

Mature secretary required by Director of Company in Mayfair concerned with products in France and the U.K. A good knowledge of French is necessary as occasional trips to France are likely to be involved. Pleasant personality, good educational background plus first-class shorthand and typing skills. Attractive offices and conditions, good salary, lunchtime vouchers and many other benefits.

Ring: Ann Carter, 16 Grosvenor Street, London W1X 0DX. Tel: 01-499 0444.

OFFICE SUPERVISOR N.W.5.

We are an expanding London-based Retail Group looking for a young person with a sound general office background, P.A./S.E. experience and some export administration. The successful applicant would be responsible to the Managing Director for varied duties which require an energetic, responsible approach.

New offices based at Kenilworth, N.W.5. Salary around £3,500 plus bonus plus 20% staff discount. Apply to: Christine Mitchell, Underwood Ltd., 205 Brompton Road, London, SW3 1LA, or telephone 01-589 5551.

£4,500 PA WEMBLEY

A really exciting position exists in an international U.S. owned engineering company. Full secretarial experience required and a minimum of 120 000 shorthand/typing. The successful candidate will be responsible for the day-to-day running of the office, including correspondence, typing, and general secretarial duties. Salary £4,500 p.a. plus bonus. Apply to: The Secretary, HADSON PERSONNEL, 10, Abchurch Lane, London, E.C.4N. 3DF. Tel: 01-584 4651.

TV Production

Assistant

to join an expanding production company in W. London. You'll need previous related experience and the ability to type accurately. Salary £3,000 p.a. Ring 01-584 5551.

Senior PA/Sec.

needed for Chairman of Ad Agency. Suit General line committee. £3,700. call 029 5747.

Adventure

33 South Molton St., W.1.

Fluent in French?

Use it to join the British subsidiary of a major French oil group. If you are bilingual and want involvement in a vital industry, you could land one of these key secretarial appointments at our offices in Knightsbridge.

Secretary to Legal Adviser

The complex legal considerations affecting oil exploration and production will provide a world of interest for the secretary to our Legal Adviser. You should be a first class shorthand secretary preferably with legal experience, an eye for detail, and the versatility to tackle anything from scanning the press for articles to undertaking translations. Salary will be around £3500.

Secretaries—Exploration Department

Two secretarial vacancies exist in our Exploration Department, a small group of geologists and geophysicists, mostly

French-speaking. Both jobs have a high technical content and demand fast, accurate typing as well as shorthand. Ability to work enthusiastically with people is essential. The more senior post carries a salary around £3500 and would suit a secretary aged 30+. The other post, at up to £3000, could interest someone younger. French shorthand would be an asset, but is not essential.

We offer a friendly working atmosphere, attractive offices and a generous benefit package including 50p L.V.s per day, annual bonus of one month's salary, 4 weeks' holiday p.a., private medical insurance, a good pension scheme and season ticket loan scheme.

Please phone or write to Hilary Jeanes, Elf Oil Exploration & Production (UK) Limited, Knightsbridge House, 787 Knightsbridge, London SW7 1RZ. Tel: 01-581 0155.



CJES

35 New Broad Street, London EC2M 1NH
Tel: 01 588 3588 or 01 588 3576
Telex 887374

A demanding appointment with opportunity to move to a management position within 24 months

P.A. TO CHAIRMAN

LONDON, E.C.4. £3,500-£4,000

TRAVEL COMPANY

Applications are invited from intelligent, career orientated secretaries, aged 25-35, with a private or grammar school background, who enjoy working on their own. The successful candidate will be responsible to the Chairman for organising all the travel arrangements of their business clients and for his personal work. Essential qualities include shorthand and typing, the ability to set priorities and remain calm whilst under pressure and a knowledge of the travel business. A driving licence is essential. Excellent conditions include spacious office overlooking a private courtyard, L.V.s, four weeks' holiday and good fringe benefits. Applications in strict confidence under reference PAC457/TT to The Managing Director.

CAMPBELL-JOHNSTON EXECUTIVE SECRETARIES, 35 NEW BROAD STREET, LONDON, EC2M 1NH. TEL: 01-588 3588 or 01-588 3576. TELEX: 887374

Secretaries

£2,950-£3,300

Reuters, the International News organisation that supplies news and information services to the media and business communities throughout the world, requires responsible secretaries for various departments in the Company. The hours of work are 9.30 to 5.30. Benefits include 4 weeks holiday a year, subsidised staff restaurant and season ticket loan after qualifying period.

For further details, please contact Mrs. J. Lawton, Reuters, 85 Fleet St., London EC4P 4AJ. Telephone 01-353 5000, ext. 262.

INTERNATIONAL PUBLISHERS

BLOOMSBURY

Thames and Hudson require a Secretary, educated to at least 'A' level, for the Managing Director's office. If you have fast accurate shorthand and typing, at least 2 years' secretarial experience, a sense of style and are able to work under pressure whilst required, we can offer you an interesting work setting with all aspects of book publishing, an attractive salary and 4 weeks' holiday. Some knowledge of French or German an advantage.

Please write enclosing full details of your education and experience to Rachel Gallagher, Thames and Hudson Ltd., 32 Bloomsbury Street, London WC1E 3QP.

GET INTO PRINT!

Holborn Circa £2,800

The Public Relations Officer of Europe's largest Printing and Publishing Organisation is looking for an Assistant to help him run the PR Department. This is a ground-floor opportunity for you to use your shorthand and typing skills, good organising ability and creative flair, in the writing, editing and presentation of Company Magazines, issuing press releases and other PR activities.

Phone Chris Cooke, 404 5701

CRIPPS SEARS & ASSOCS. (CONSULTANTS)

KNIGHTSBRIDGE RESTAURANT

needs flexible PA over 24.

Book-keeping experience helpful but willingness to learn more important.

Hours normally 8-5, occasional evenings. An advertising/promotions background an advantage.

Salary negotiable, meals on duty, 3 weeks' holiday.

584 9388 or 937 8417

SECRETARY/P.A.

to work for young Director of small private company in Mayfair.

Shorthand essential for general secretarial duties including telephone client liaison, etc., and ability to cope on own initiative.

IBM executive type-writer; 3 weeks' holidays; salary to be negotiated according to age and experience.

Telephone David Lewis on 01-437 7654

Promotions and Customer Relations

£4,500

Kilmister, a member of the Empson International Group, needs an experienced Manager/Sec to head up their Promotions and Customer Relations Department. An interest and knowledge of fashion would be an advantage. Apply to Miss Payne, Empson Services Ltd., Floor 5, Berkeley Sq., W.1. London, S.W.1. Tel: 01-584 3500.

MARKETING ASSISTANT/PA

The RAC in Pall Mall is looking for a Marketing Assistant/PA to assist the Marketing Manager. This is a newly created post in a new department. Good shorthand/typing skills are essential—marketing experience would be desirable. Salary according to age and experience.

Please apply to N. Cobb at RAC, 82-85 Pall Mall, London, S.W.1. Tel: 01-584 3500.

SECRETARY/PA

Aged 26 plus, to work for Senior Partner in Bond St. Estate Agents. Must be smart and efficient with pleasant personality. Salary circa £3,500. Ring Ann Lacey 01-499 2271

LEGAL AUDIO SECRETARY

KINGSLEY NAPLEY & CO.

require two secretaries—one to handle conveyancing and the other civil litigation. Shorthand is not necessary, but the successful applicants will need to have a good educational background, fast and accurate typing and preferably around 5 years' experience. Salary £3,000 p.a. subject to review in June plus L.V.s. The offices are centrally and conveniently situated opposite Covent Garden Underground.

Please telephone 240 2411 Ref. R.B. (to arrange interview)

P.A./SECRETARY

£3,500

FOR SMALL, VERY BUSY BUT INFORMAL, MANAGEMENT CONSULTANCY, OXFORD CIRCUS

Good education and experience essential.

Telephone Mrs Ward

01-580 4907

Personal Secretary/P.A.

required by Partners of a London based international firm of Chartered Quantity Surveyors and Project Managers near Old Street tube station.

Personality and initiative needed in addition to good all round secretarial ability.

Duties will include deputising for Partners in their absence.

Salary negotiable c. £4,000.

Please reply in strict confidence to Box 0584 J, The Times.

SECRETARY/PA

£3,500-£3,750

GERMAN/ENGLISH bilingual

secretary to join a firm in Mayfair

with a future amongst able and successful colleagues.

Required by Mayfair investment firm. Excellent salary, 4 weeks' holiday, plus previous experience in UK a must.

MULTILINGUAL SERVICES, 24 Chester Cross Road, W.C.2, 01-536 3794/5

FRENCH COSMETICS

Intimate, beautifully appointed South Kensington office/showroom requires mature person, take charge of correspondence, contact with clients, office administration, accurate typing and generally manageable accounts. Must be thoroughly reliable, capable and use own initiative. Permanent position in pleasant atmosphere. Generous salary for suitable applicant. Ring 584 8747

COSMETICS

